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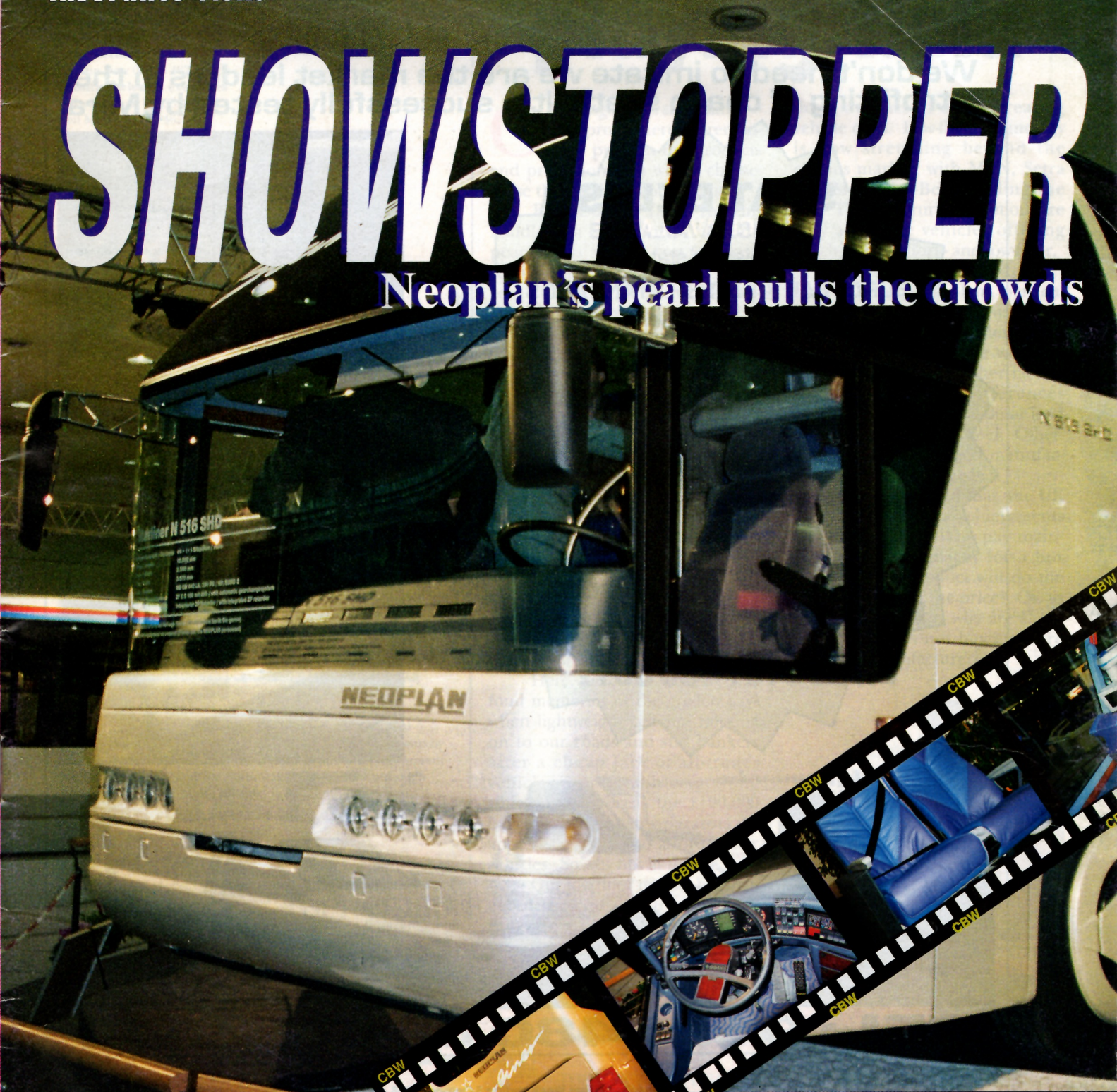
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UK needs level playing field

ONCE again it's show time — and proof there is tremendous pride in the products and professionalism which characterise the coach and bus industry.

ExpoCoach falls in the middle of a hectic round of European shows and, as you will have seen from our reports, there are some significant differences between the vehicles on display in the UK and those which seem to be common in the rest of Europe. A pan-European market with harmonised products seems a distant dream in this industry.

Deregulation — 15 years in the case of coaches and 10 years for local bus services — combined with the on-going privatisation process has resulted in a lean, cost-conscious market hungry for low-cost solutions. As seen at the Stockholm and Hanover shows (and doubtless to be replicated at Maastricht and elsewhere), the solutions on mainland Europe are a sharp contrast to those in the UK.

Here, the coach sector retains fond memories of the golden days when lightweight coaches flooded on to our roads and still hankers after a cheap Jack-of-all-trades vehicle — preferably something which doesn't break the £100,000 barrier. European operators do appear to be able to afford better vehicles. So why not in the UK?

Our low-floor market has staggered the rest of Europe, where they are still determined to go

down avenues of ever-increasing vehicle costs. Low-floor technology is now stretching beyond the citybus market, with MAN, Setra and Mercedes-Benz leading the way. Their interurban solutions are very attractive vehicles offering coach-type comfort - and low-floor.

Seating capacity doesn't appear to be a problem, particularly since they are not constrained by 12-metre maximum length or the inequable UK axle weights. Even without all the other factors which guarantee differences between the nations, we do at least deserve a level playing field. Otherwise our operators and manufacturers are disadvantaged.

But, having said that, the UK industry has a lot of achievements to be proud of. Why pay mainland European prices for a bus when the UK product will do the same job for half the price? Or, to put it another way, why are European operators not buying more from UK manufacturers?



Mike Morgan
Editor

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▼ **Coach**

Municipal taken over

COUNCIL ownership of 46-vehicle Great Yarmouth Transport ended this week when a small ceremony signalled the transfer of ownership to FirstBus subsidiary, Eastern Counties.

New Blue Bus branding and livery, adopted by Eastern Counties for the former Great Yarmouth services, is expected to be extended to other routes on the Norfolk/Suffolk coastal strip.

Rationalisation will include the closure of Eastern Counties' depot in the town and the 26-bus allocation transferring to the Blue Bus Depot. Managing director Barry Halksworth stays with the company as manager responsible for Blue Bus.

As the first repaint into the FirstBus corporate style appeared at a record-breaking ShowBus last weekend, an instant reminder of municipal ownership was provided by an award-winning 1949 all-Leyland PD2 restored to PSV standards and operated by Headingham and District on special duties.

■ See this week's *Transit* for full details of the Blue Bus takeover

▼ **Coach**

Driver denies falling asleep

THE driver of the coach that crashed on the M4 killing 13 British Legion daytrippers has denied he had fallen asleep.

Stephen Brown, 40, admitted he had no recollection of driving the last few miles before careering off the motorway but told the trial at Bristol Crown Court: "I did not fall asleep."

Mr Brown faces a charge of causing death by dangerous driving on a trip to Cardiff brewery last year.

▼ **Coach**

One hotel now full

WITH less than two months to go before this year's eagerly awaited *CBW* Coach Industry Awards at Bournemouth's superb Purbeck Hall, at least one hotel is already fully — confirmation that the Awards is one of the major highlights of the year.

Although all allocated rooms at the Stakis Hotel have now been taken, the good news is that the five-star Royal Bath Hotel has been added to the list offering reduced rates for the event.

Operators and suppliers attending the third 'Oscars of the coach industry' are guaranteed a night to remember. Not only is there the tension and excitement of the presentation of the UK coach industry's most prestigious awards but there's top entertainment on the agenda.

A first-class meal will be served at your table half way through the presentations — and there will be free wine on your table thanks to Bournemouth Borough Council (up to three glasses per guest).

Compere for the evening is the one and only Tom O'Connor. But that's not all. Also on the bill are top entertainers the Rubettes followed by dancing until the early hours by the sounds of the Monte Carlo Band.

Although the Purbeck Hall is bigger than last year's venue, table bookings are already ahead of last year's record event and, although the Purbeck Hall is bigger than last year's venue, the advice is "book now using the form in *CBW* (21 September page 25) or ring Kate Dalton on 01733 311599; fax 01733 343310.



COACH AND BUS WEEK
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▼ **Coach and Bus**

Auto boug

Deal adds £4 mi

ON the eve of ExpoCoach 96, the coach and bus show at the NEC, Optare has expanded its business and product range with the acquisition of Rotherham-based Autobus Classique Ltd. The deal, which involved the purchase of Autobus' entire share capital, adds £4 million annual turnover to the £40 million of the Leeds-based group.

Optare's managing director Russell Richardson stressed there would be no immediate changes at Rotherham. "It will be business as usual, for all Autobus customers, and we

▼ **Coach and Bus**

CPT promoting quality partnerships idea

QUALITY partnerships between councils, operators and the traffic commissioners are being promoted by the Confederation of Passenger Transport.

The suggestion is that a formalised commitment for operators to supply quality vehicles to DPTAC, low-floor standard, highly-

trained staff and even smart card technology would be backed by councils with regular consultation, better bus priority measures and convenient interchanges.

The traffic commissioners' role would be to monitor agreements and issue licences when conditions are met, while provid-

ing their usual enforcement duties.

The proposals are still subject to consultation with local authorities and CPT membership, but were generally well received by Liberal Democrats — many of them councillors — at their conference.

At present, the plan

could be frustrated by legal competition problems but European legislation will eventually allow for 'domestic block exemptions' where significant public benefits can be attributed to such a scheme. At that time, says CPT's director general Veronica Palmer, the industry should be ready to act.

▼ **Coach**

Raglan death crash hearing is adjourned



Death crash: the scene at Raglan last year

THE hearing of charges against Lewis Coaches of Aberdare, one of whose coaches was involved in an accident at Raglan which resulted in the deaths of 10 people last year, and against the driver of the coach, has been adjourned for a month by Abergavenny Magistrates.

The firm, of Kingsbury Place, Cwmaman, Aberdare, had been chartered to convey a party of elderly people to Stratford-upon-Avon, when the accident happened on a roundabout. Eight passengers died at the

scene and another two died in hospital.

The driver of the coach, Philip Crisp, faces 10 charges of causing death by dangerous driving, one of using a coach with defective brakes and one of using it with a defective speed limiter.

Ronald Lewis, the firm's proprietor, faces four charges, including causing the coach to be used with defective brakes and a defective speed limiter and failing to ensure the driver used his tachograph correctly.

bus Classique ht by Optare

on to Leeds-based group's annual £40 million turnover

by Andrew Jarosz

will be developing and expanding the business in the future."

Autobus, founded in 1991, builds around 80 vehicles per year, which are mostly mini and midi coaches as well as van conversions using Mercedes-Benz chassis.

All 37 employees will stay on, as the company continues to operate as an autonomous unit retaining its own identity, customer relationships and management team within the enlarged group. It will

become a new division of the Optare group, joining divisions such as Bova UK, UniTec and the Export division.

Production at Rotherham was concentrated on the Mercedes-Benz 811D and later the 814D chassis, which were extended through a process first pioneered by Optare 10 years ago for its StarRider range of vehicles.

Production of the StarRider was discontinued at Leeds, after the new generation MetroRider was developed and bus production ruled out mini

coach manufacture. The Nouvelle range is being represented at this week's Expocoach on the new Mercedes-Benz T2W 'Vario' chassis, which has just been unveiled (CBW, 28 September).

Autobus has built up a successful niche market for high-quality coaches, and the acquisition will enhance the range of vehicles available from the Optare group, from minibuses through to double deckers.

"We now offer a wider range of products to our customers in the UK



Nouvelle on Vario chassis complements range

and overseas, and our market-leading vehicles now compete in every area of the coach and bus industry," said Mr. Richardson.

"The close proximity of Optare and Autobus provides short lines of communication, and will assist the development of the businesses, with the greater financial, product engineering and marketing resources we can

bring." Alan White, sales and marketing director of Autobus, said the company was unable to grow as quickly as it would have liked.

"We had been seeking a means of expanding on the successful base we have developed and the synergy with Optare is considerable."

■ More Expocoach News — pages 6 & 9

▼ Coach and Bus

Bookings list growing fast

ALTHOUGH the mould-breaking *Coach and Bus Live* show is a full six months away, the list of confirmed bookings for the race-circuit-based event grows by the week.

The UK's top names are joining the growing list of manufacturers, dealers and suppliers signing up to book their space at *Coach and Bus Live* — confirmation this is the event the industry has been asking for. And more are in the

pipeline. While Optare and Toyota are leading the manufacturers, the all-embracing nature of the show is demonstrated by the latest recruits — Houston Ramm, the rapidly-expanding Rochdale-based minibus dealer; and young, dynamic industry promotional experts, the Alpha Group.

Operators have already given an unconditional thumbs-up to the three-day event, which will be held on 20-22 March

1997 (CBW, 21 September). Full advantage will be taken of the race-circuit location, promising a vibrant and exciting dimension to the concept of coach and bus shows.

The show has the full backing of CBW, the industry's top magazine, and is organised by EMAP Automotive's events department.

■ If you want to know more about exhibiting at *Coach and Bus Live* call Toni King on 01733 467035



▼ Coach

Duncans sell to WTA

BOB and Jean Duncan are moving into semi-retirement after running their Huntingdon and Sawtry-based coach operation for nearly 30 years.

The sale of their 19-vehicle business to World Travel Aviation, a London-based travel company led by entrepreneur Ian Herman, includes rolling stock, workshop equipment and goodwill. Property will be rented from the Duncans for at least three years and Mr Duncan will act as a consultant for six months.

This is the first move

into coaches for World Travel Aviation, which owns Travel World travel shops in London. It has a new coach on order for 1997 delivery.

The Duncan's coach business goes back to the 1930s when Mrs Duncan's father, Harry Chapman, ran a coach taking Fenland children to school, building the fleet up to two coaches and a minibus as a secondary activity to farming.

In 1968 Mr and Mrs Duncan bought the coaches and established a new company, Duncan's Coaches.



●●● INSIDE TRANSIT THIS WEEK ●●● INSIDE TRANSIT THIS WEEK ●●● INSIDE TRAN

News

Margins are the modern measure of how well a bus company is doing. And growing or high margins are a sure fire way to impress the City. FirstBus has been cutting costs to drive up its margins since its merger with GRT, but is its latest initiative in Manchester a cut too far? Local politicians certainly think so. What's more, FirstBus still has its work cut out to compete at the highest level. According to the latest *Bus*

Industry Monitor, FirstBus owns just two of the top 20 most profitable bus companies in Britain: Stagecoach and Cowie own six each. Competition — or what's left of it — is certainly playing a part in suppressing margins. Good news then for FirstBus in Huddersfield: it has just seen off Blue Bus of Horwich. Another independent bites the dust. All this, plus the latest results from Blazefield, Go Ahead and Southern Vectis.

Feature

How can a lowly bus company running unfashionable, smelly old buses hope to see off plans for an all-singing, all-dancing £185 million tram system? Well, SBH in Glasgow did and, in a fascinating behind-the-scenes report, consultant Malcolm Buchanan says it did it by proving it was not value for money.

Letters

The South Coast row rumbles on. We hear from the pike — who has

some very unflattering things to say about the stickleback.

Analysis

How National Express hit £20 million interim profit and what pushed Blazefield to £2 million full year pre-tax. Full P&L, balance sheet and cash flow analysis.

Plus

All the latest light and heavy rail news. Shouldn't you be getting your own copy? Fill out the subscription form at the back of this issue NOW!

In brief

Tender win

LIMEBOURNE and Harris Bus are among the winners in the first batch of London Transport Buses net cost tenders where the operator retains the revenue. From Summer 1997, Limebourne runs the 42 from Camberwell Green to Liverpool Street and Harris Bus the 108 from Stratford to Lewisham. London Central retains the 35, 40 and 345.

MRN promise

MIDLAND Red North launches its XL quality standard next week on Tamworth town service number seven to Stonydelph. New low-floor buses not only bring easy access but passengers are given a promise of free return ticket vouchers if standards of information and service aren't met. New bus shelters have been funded by the local authorities.

Joint venture

RENAULT VI has signed a coach chassis technology transfer contract with Chinese manufacturer DAW and Trans Island Bus Singapore (TIBS), who have joined forces in a 50/50 joint venture called Huanghai Automotive Industries to take over the Chinese manufacturer. Renault is to be the technical partner in the joint venture.

Green fleet

WALLACE Arnold has changed to BP Diesel PLUS, the newly-developed environmentally-friendly fuel, for its 160-strong coach fleet. Operations director Stephen Barber describes the decision as cost-effective and a positive contribution to the environment.

New image

Go-Ahead subsidiary VFM Buses has a new look for its 56-strong fleet. Designed by fleet engineer Tom Watson, the revised image increases the proportion of dark blue, making panel replacement easier.

Coach

SJ Carlton agent for Unistar

by Mike Morgan

UVG, the Waterloo-based coachbuilder, is to appoint SJ Carlton of Hellaby as the agent for a restyled Unistar coach which goes on sale early next year.

The former WS Coachbuilders/Wadham Stringer business claims to be the UK's second largest coachbuilder. It had earlier sold the Dennis Javelin-chassied Unistar through the Hereford-based Central coach and bus dealership which closed earlier this year.

UVG needed a new dealership to fulfill its ambitions for the low-cost 12-metre coach, which first hit the market 12

UVG will complement Neoplan



Low cost coach body will be restyled for 97

months ago and sold for around £100,000.

SJ Carlton is the UK importer for Neoplan and sells its up-market Transliner body - also on Dennis Javelin. However,

managing director Stuart Johnson says the Unistar does not conflict with the Transliner despite the two being on the same chassis.

UVG used

ExpoCoach to unveil styling changes to the UniStar which will also incorporate R66. Price for a 57-seater is expected to increase to around £110,000.

Meanwhile, UVG has a new-look sales team following the departure of John Horn to East Lancs.

Colin Fairhead joins as sales manager from the Moseley Group where he was selling new and second-hand coaches.

Mr Fairhead is joined by Stan Holroyd, who is sales manager for the north of the UK. His automotive background spans Pirelli Tyres, Varta Batteries and the Volkswagen Audi Group.



Euro Coachbuilders of Co Donegal unveiled an £89,000 33-seat midicoach on Mercedes-Benz O112L chassis. First body was built by Spanish bodybuilder, Obrador, but production vehicles will be built by a 35-strong workforce in Ireland



Flights, winner of last year's CBW Coach Operator of the Year medium-fleet, has expanded with the addition of Plaxton Pointer/Dennis Dart SLFs for the NEC contract and this 32-seat tri-axle Scania Century in a new livery for hospitality work



Marshall has extended its new family of stainless steel-framed body styles to include its own 8.5-metre low-floor Minibus, three lengths of Dennis Dart SLF, Man 11.220 and an interurban-style bus on high-framed rear-engined Iveco Eurorider



Mark Boon visited the Setra plant in Germany before his father's death to hatch a surprise showstopper to match last year's Hecmobile. Consequently this year's show coach is a fitting tribute to Hector Boon who died earlier this year

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▼ **Coach**

Shearings' 500th

Delivery of latest Van Hool Alizee

DESPITE being put on the market by its parent, Rank, Shearings put uncertainties about its future ownership behind it at ExpoCoach

by Mike Morgan

when it celebrated the delivery of its 500th Van Hool Alizee-bodied coach.

The Wigan-based company first trialled five Alizees in 1983 and the hand-over of the the 500th 13 years later was celebrated when Wim Van Hool, assistant director of Van Hool, presented a commemorative plaque to Jimmy King, Shearings tour services manager.

The handover also marked 30 years of co-operation between Shearings and Van Hool.

In 1966 Smiths Tours of Wigan placed its first order at Van Hool. This was for two left-hand-drive coaches with Leyland Olympic underframes. They had 44 seats for Smiths continental tours.

The latest coach is on Volvo B10M.



Jimmy King collects no. 500 from Wim Van Hool

Crusader Holidays of Clacton has added a second Beulas-bodied Iveco EuroRider to its fleet



Paul Winson Coaches of Loughborough, winner of the small fleet category at the 1995 CBW Coach Industry Awards, had a Bova Futura FHD 12.330 on the Optare stand with 53 reclining seats, 330 bhp DAF engine, and all seats with lap belts

All 20 seats face a table on this EOS 80 for Oxford Limousines which operates the twice-daily luxury L'Express du Manoir from Hyde Park for Raymond Blanc



Coach and Bus Week ending 5 October 1996



Les Spencer: has outstanding safety record

▼ **Coach and Bus**

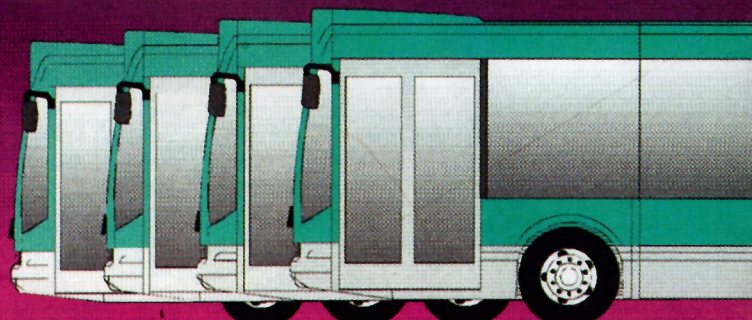
Les top driver with his 37-year record

TOP driver in the safety awards run by the Road Operators Safety Council and sponsored by CBW and Telma is Les Spencer of Midland Red West.

Mr Spencer has been driving for 37 years without a blameworthy accident and he received his certificate and £500 cheque from Dr Caroline Cahm, chairman of the National Federation of Bus Users.



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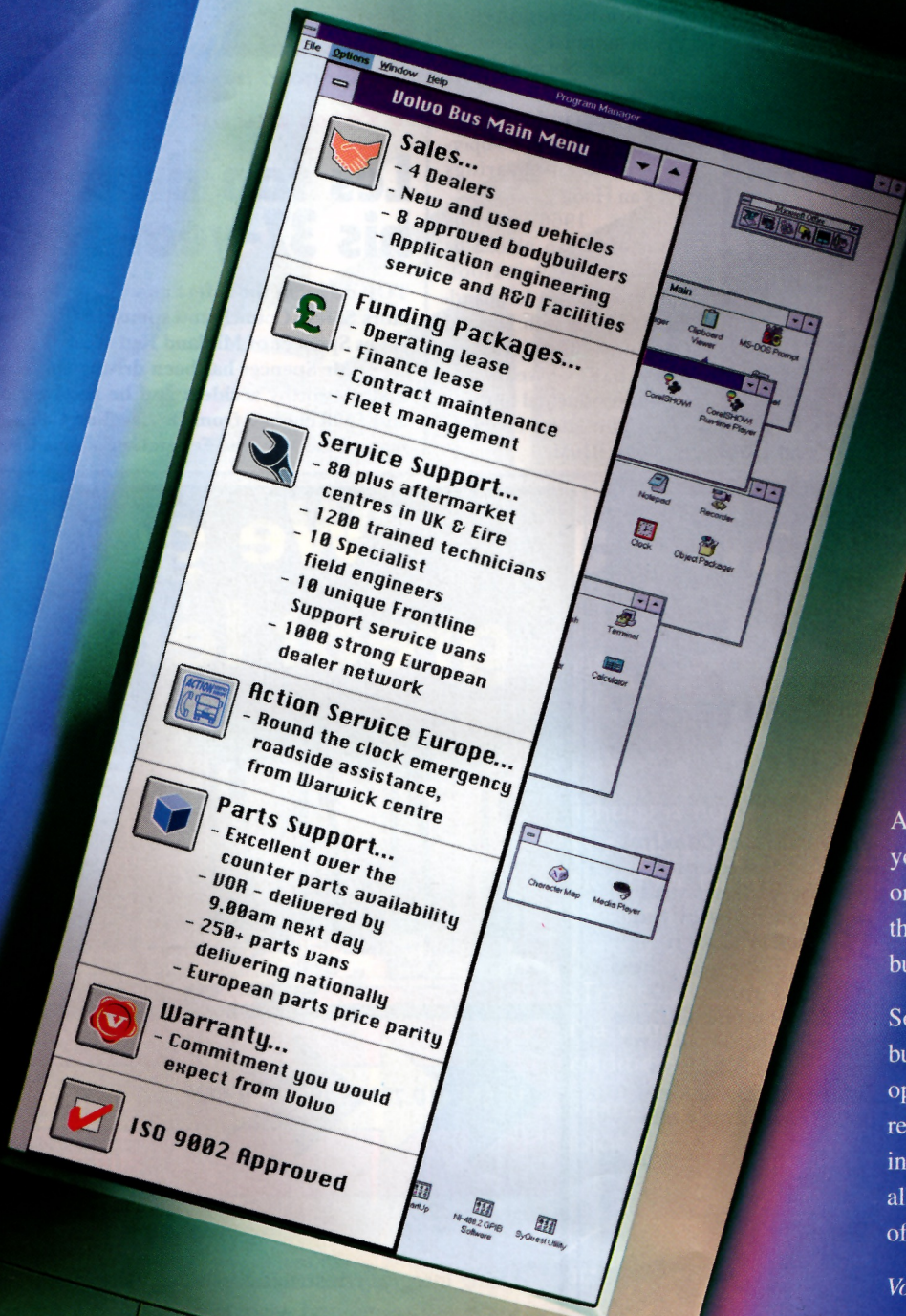
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▼ Bus

Old timer not yet past it

RM still popular with passengers

REPORTS of the Routemaster's demise may be premature.

Contrary to recent newspaper articles about the early withdrawal of the venerable open-platform bus from central London streets, two initiatives have secured their future on Cowie Leaside's route 38

by Mike Morgan

and at least 25 vehicles run by Metroline.

A new London Transport Buses contract for the Victoria to Clapton Pond route 38 was awarded to Leaside's Routemasters in preference to low-floor buses.



An oldie but goodie: Leaside's Routemaster has won LTB contract

LTB managing director Clive Hodson said: "Recognising the unique features of the route and after examining carefully all the effects, both to bus users and other road users as well as considering the views expressed by our cus-

tomers, the final choice was the 30-year-old Routemaster." Meanwhile, Metroline has been busy improving gearbox reliability on Routemasters re-engined with Cummins units. Engineering director Mike Smith masterminded the

replacement of the bus's fluid couplings with an adapted standard Voith 460 TD type. Heavy wear on the old coupling style gland seals is eliminated by a spigot with roller bearing on the new flywheel coupling housing.

▼ Bus

Drivers taking action over speed humps back-pain claim

A DOZEN Gateshead bus drivers claim they have back problems because of speed humps and are taking their case to court.

Gateshead Council's traffic-calming measures installed in

Springwell Estate in 1992 mean some drivers have to negotiate 100 humps a day — 40,000 humps in a year. Go-Ahead Gateshead, which employs the drivers, backs their campaign to show bus services and

humps do not mix. The council has reduced the height of the humps but Go-Ahead Gateshead says other methods could have been sought. Gateshead Council said it has taken legal advice.

● Four out of five drivers suffer back pain at some time, says the Pain Research Institute, which has launched a £13.99, two-cassette pack of advice for sufferers. Details on 0151 632 0662.

▼ Light Rail

Tram well on track

WEYMOUTH'S pioneering use of the revolutionary Parry People Mover mini trams moved one step closer with first tests along the track of the disused line between the railway station and the quayside... despite the test vehicle being stopped in its tracks by a mud-caked line.

Weymouth Council plans a full tram service by next Summer. It will use the street track

and link town centre car parks to the town's main attractions.

● The low-voltage Parry People Mover uses a 500 kg flywheel charged up by a hot shoe at tram stops (CBW, 15 December 1995). It was designed and built by Parry Associates of Cradley Heath and owner John Parry says he is delighted the Weymouth project has reached an advanced stage.

CBW



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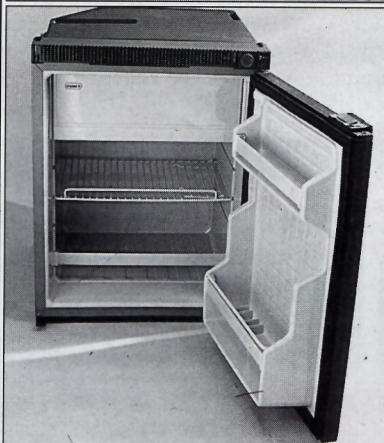
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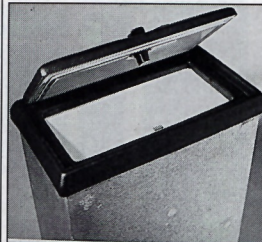


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▼ Coach

Ivanhoe banned

Disqualified proprietor was still running business

CARDIFF-based Ivanhoe Coaches has had its O-licence revoked after it was revealed banned proprietor Kenneth Thomas was still running the business.

At a Cardiff public inquiry, traffic commissioner John Mervyn Pugh had originally revoked the licence in March, and disqualified Mr Thomas from holding a licence for five years. This was a result of

by Michael Jewell

fines being imposed for vehicles without a test certificate, without an O-disc, without the authority of an operator's licence, and when driven by unqualified drivers, who Mr Thomas had claimed were paid. This proved to be untrue.

But after granting a similar licence to Mr

Thomas' son Keith in August with assurances Mr Thomas senior would have nothing to do with the running of Ivanhoe Coaches, Department of Transport staff discovered that he was still there.

The revocation has been suspended to allow Mr Thomas to appeal against the decision at Transport Tribunal.

■ Legal News page 22



Skelton: graduate



Featherstone: buying

▼ Manufacturing

New blood at Crystals

TROUBLED Crystals has taken on a graduate and a former serviceman to help speed its recovery from financial problems.

The Doncaster-based minibus converter has taken on Matthew Skelton, 27, as its production manager and Paul Featherstone, also

27, as purchasing manager.

Mr Skelton has an MSc in general management, and Mr Featherstone served four years with the British Army as supplies controller, working as far afield as Saudi.

■ People page 55

▼ Coach and Bus

Harris moves ahead with Go-Ahead

BRIGHTON & Hove Bus and Coach has lost another senior manager - to its parent company, Go-Ahead Group.

Marketing and personnel manager Martin Harris becomes director and general manager for four of GAG's north-

eastern bus companies, with marketing responsibilities for the entire north-east group.

Earlier this year, GAG promoted Brighton & Hove's Alan Eatwell to group engineering director.



▼ Coach

BSI kitemark for Kings Ferry

THE Kings Ferry collected its BSI kitemark for achieving ISO 9002 from secretary of state for transport, Sir George Young (CBW, 31 August). Vanessa Broster (above) and Steven O'Neill, the daughter and son of md Peter O'Neill, accepted the framed certificate in London during Sir George Young's 'Bus Week'.

▼ Bus

Big Bus is top open-top

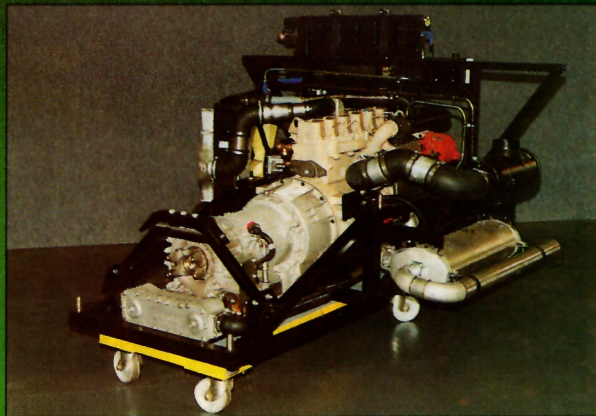
OPEN-TOP London tour specialist The Big Bus Company came out top of the buses in a *Mail On Sunday* review.

The verdict on the firm gave it eight out of 10, while London Pride scored three,

The Original London Tour seven and Harrods Luxury Tours five. Top marks overall, however, went to Black Taxi Tours, despite a £15 price tag for two hours, four shar-



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Show star: Neoplan's new-generation coach unveiled at the Hanover trade fair bristles with style and innovation

▼ Coach

Starliner is showstopper

ONE of the most stunning new coaches of recent years made its World debut at the Hanover trade fair. It came to the show just 500 days after conception - and production begins next Spring.

Although it is no surprise that the coach for the new millennium should come from one of the industry's long-standing innovators, Neoplan's N516 Starliner breaks new ground in so many ways that the overall effect is breathtaking. It is the first coach built to the new EU width, 2.55 metres.

More than 30 were sold at the show, including 23 for one operator.

Dressed in mother of pearl paint scheme, the debut Starliner glistened under the spotlights on its raised plinth. On the hour, every hour, a live presentation of this latest coach from a long line of trail-blazing designs by the Ger-

Neoplan's reputation as an innovator enhanced

by Mike Morgan

man manufacturer became the star of its own show.

However, the Starliner did not need the drum roll and fanfare of music to pull the crowd. The startling lines and wind-cheating profile combined to act as a magnet throughout the nine-day show.

Starliner heralds the fifth generation of Neoplan coach, adding a new dimension to the classic Neoplan shape - side windows curved into the cantrail; horizontal split front screen with top glass swept back.

From the front the twin banks of four Xenon headlights give a first hint of space-age styling. Wipers hide behind a pneumatically-opened panel and the top blade swings on to the roof to preserve the clean lines. Lightweight mirror arms shout strength and

advanced technology - the first hint of a real treat awaiting passengers in the interior (see page 17).

The flatter, lighter and grey coloured side windows are flush glazed and promise high thermal insulation.

A striking stylistic element is a triangular B-pillar over the front axle with integral roll bar and panelled-over rear axle.

Even the rear aspect is different and characterful. The irregular-shaped window has masked marker and repeater lights in the top corners while the four main lamps are coloured red and integrated into the one-piece hinged engine cover.

Under the skin of the new coach the Neoplan engineers have retained an integral struc-

ture using front and rear subframes. But there's a new steering system with speed-sensitive Servocomtronic power assistance and rear A-frame bushes have been tweaked to minimise transfer of sound and vibration. Neoplan's steering rear axle incorporates new Cellasto central bearing and improved wishbone linkage promises improved stability and less roll on corners.

Starliner is the first coach with electronic braking system as standard. Its advantages are uniform wear on the brake lining, longer life and fast reacting ABS and ASR.

Driveline is Mercedes-Benz OM 442 LA, 381 bhp Euro II engine linked to ZF 8S 180 AVS gearbox with integral retarder. MAN and Scania are offered as options.

Increased use of modular construction using a higher proportion of outsourced components has been part of the Starliner design brief and lightweight, high-strength carbon fibre is expected to be used in front and rear assembly.

● An increase in permissible maximum width from 2.5 metres to 2.55 metres came into effect in the UK on 1 January 1996 with the coming into force of Statutory Instrument 1995 3051, which also allows guided bus guidewheels projecting up to 75 mm on each side.

The change was driven by an EU directive geared to accommodate overwidth pallets on HGVs. However, individual member states have until 1999 to adopt the regulation and two-axle 2.55 metre-wide coaches are unlikely to meet existing UK GVW and axle weight limitations.

CBW



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▼ Coach and Bus

Futuristic interior

Neoplan has used extra width to stunning effect

STEP inside the stunning Neoplan Starliner for a trip into the future of coach travel.

Inspired by a search for greater space, the company's long-serving design guru, chairman, Bob Lee, used 2.55-metre width as the spur to step outside the established norms for coach interiors. The roof is high, offering 1.99-metre headroom in the centre gangway; indirect lighting provides glittering illumination either side of the roof panel along its whole

by Mike Morgan

length; and the luggage rack comprises a series of hinged closed lockers which drop down to eye level for easy access.

In one bold step, Neoplan has consigned the rack-mounted service units to history. In their place comes a multifunctional centre console hovering ET like over each pair of seats.

The console is fitted to a pillar integrated in the seat structure. It acts as central support for the seats,

can take a 1.5-tonne load in the event of roll-over and takes the mountings for three-point belts while allowing the seat backs to recline.

Neoplan continues to push back the frontiers with technological aids for the driver: an information display; forgery-proof tachograph; accident data recorder; air-adjustable steering wheel; speed-sensitive power steering; GPS satellite navigation; laser-controlled distance alarm and ultrasound parking aid.



Starliner explores new frontiers



New breed: Irizar Intercentury

New breed of vehicles is emerging

THE IAA commercial vehicle trade fair has a reputation for providing one of Europe's largest displays of coaches, buses and trucks.

MAN had Hall 14 to itself, Mercedes-Benz took commercial vehicle displays to a new level of showmanship in Hall 13, and Scania, Iveco, Volvo and Setra had large areas in Halls 16 and 17.

A new breed of dual-purpose interurban and suburban vehicles is starting to emerge. To British eyes they are dual-purpose, whether it be a low-floor bus with coach seats on raised platforms, or normal rear-engine chassis with two or three entrance steps.

Irizar Intercentury on MAN chassis is one of this new breed. Styling is the same as the high-floor Century coach but overall height is 3.2 metres and the interior sported

the Irizar flare for style, colour and imaginative new materials.

MAN's latest vehicles have already been previewed (CBW, 10 August) but Interurban UL 313/353 and low-floor interurban GNU 263/313 reinforced the trend.

Within the maze of hessian and timber which formed the backdrop to Mercedes-Benz exhibits were further interurban debutantes — 0550 and 53-seat 0405 low-floor interurban. Sister EvoBus company Setra has extended the modular approach used in its 300-series to include a high-floor version of the S315GT due for sale in the UK next year and 15-metre interurban S319.

Considerable strides in design and build quality by former Eastern-Bloc manufacturers are typified by Skoda's Cummins-engined low-floor.



Skoda Cummins-powered low-floor

★★★ Hanover highlights ★★★ Hanover highlights ★★★ Hanover highlights ★★★

Manufacturer	Vehicle	Manufacturer	Vehicle	Manufacturer	Vehicle
E Auwärter	Teamstar 26-seater; Teamstar 31-seat Kombi	MAN	Lions Comfort; interurban UL 313/353; low-floor interurban NU 263/313; Lions Coach	Setra	S315 GT HD; 15-metre interurban S319
Berkhof	Excellence 500 interurban bus; low-floor Premier; 15-metre Excellence 3000-15	Mercedes-Benz	0550 interurban; 0405 low-floor interurban; natural gas-powered 0405; Vario 19-seater; 0404 with active suspension, driver's warning system, distance control and water-repellent windows; three-axle right-hand-drive 0404	Neoplan	Starliner; low-floor diesel electric N4121; natural gas-powered N4007 midi low-floor
Bova	Futura 14.37 metre			Q-Bus	20-seat low-floor bus based on VW LT
EAG Hungary	E99 double-deck coach; E92 midibus; E14 midicoach			REGO	Minibus based on VW T4
EA KFB	Sunnyboy Travel minibus			Skoda	Low-floor bus
Irizar	Intercentury coach			Van Hool	A320 low-floor; Acron T915
				Volvo	ECB research bus

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▼ Europe

New tolls in Austria

OPERATORS traveling to or through Austria should be reminded of a new toll system that comes into effect from 1 January 1997.

Coaches will have to pay for a vignette, which is a self-adhesive label that must be affixed to the inside of the windscreen. Vehicles of more than 3.5 tonnes will have to pay 6,000 Austrian Schillings (approximately £380) for a year. A bi-monthly vignette, valid for two consecutive months, will cost 1,500 Austrian Schillings (£95), while a weekly one - in effect 10 days - will cost 300 Austrian Schillings (£20).

The new vignettes will not replace existing tolls and levies but, by way of compensation, these will be reduced by 15 per cent.

The Austrian government has calculated it will raise 1.5 billion Schillings through the new scheme and this will be invested in road improvements.

▼ UK

LHTS moves its premises

OPERATORS planning trips to London should be advised that London Hotel & Travel Services has moved to larger offices in central London. The company's new address is Grosvenor Gardens House, 35-37 Grosvenor Gardens, London SW1W 0BS, tel 0171 233 5322 (fax 0171 233 5250).

▼ UK

WA Shearings riddle

THE rumour mill is working overtime as to who will buy Shearings Holidays, with rival coach operator Wallace Arnold being linked to a late bid.

The bid, estimated at around £80 million, was submitted by Legal and General Ventures to Shearings' parent company, the Rank Organisation. The suggested scenario is that, if the bid is successful, Legal and Gen-

Rival operator linked to late bid

by William Golden

eral would bring in a new management team, with Wallace Arnold being the likely candidate.

Ken Meddes, the md of Wallace Arnold, said he was unable to comment on the situation.

Shearings Holidays, which was put on the

market in July, is still expected to be the subject of a management buyout led by Angus Crichton Miller, who resigned as md of the Rank Organisation's holidays division, and John Slatcher, the current md of Shearings.

All the bids have now been received by the Rank Organisation and a

decision is expected by the end of October. Shearings is the largest coach holiday operator in the UK, carrying nearly half-a-million passengers to destinations throughout the world. It also operates 34 hotels under the Coast & Country brand. Last year, Shearings made operating profits of nearly £8 million on a turnover of £100 million.

▼ UK

Martin meets his creation

GROUPS visiting the American Adventure Theme Park in the future will be greeted by a new costumed character created by a Nottingham schoolboy.

Libby Bear was designed by 13-year-old Martin Stone and last week he visited the park to see his creation come to life. Clare Miles, the park's sales and marketing manager, said: "It is great to have our own character. We wanted a local child to design a character and are delighted that Martin has won. We thought his entry

was colourful, well-designed and just right for American Adventure."

As well as seeing his character come to life, Martin and his family have won a round trip of Granada's other main attractions - Granada Studios, Camelot Theme Park and the World of Coronation Street.

Martin said: "I couldn't believe I had won. It was great seeing Libby Bear in real life and I am really excited about visiting the other attractions."



All my own work: Martin Stone and Libby Bear

▼ Europe

Leger launches short-breaks brochure

A DEDICATED short breaks brochure featuring new destinations in Belgium and Germany has been launched by Leger Holidays. The move has been prompted by an increase in bookings in the past 18 months and the new brochure will be run alongside the company's main coach holiday programme.

New destinations include a

three-day tour of Brussels, Lille and the Battlefields of Ypres from £89 per person. The price includes return crossing via Le Shuttle, two nights' bed and continental breakfast at the Holiday Inn Garden Court, in Tournai, and free excursions to Lille and Ypres.

A new four-day break in the Rhineland and the Ardennes is

available from £119 per person. The price includes bed and continental breakfast in a four-star hotel in Hasselt, and a free excursion to the Rhine and the Moselle Valley.

The brochure, which is valid from November to May 1997, also includes existing breaks to the Christmas markets in Cologne or Salzburg.

CBW

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MMC INVITES EVIDENCE ON THE ACQUISITION BY FIRSTBUS PLC OF S B HOLDINGS LTD.



The Secretary of State for Trade and Industry has asked the Monopolies and Mergers Commission to inquire into the acquisition by FirstBus plc of S B Holdings Ltd. The MMC will be studying the possible effects on competition in the supply of local bus services in an area comprising the unitary authorities of Argyll and Bute, East Ayrshire, East Dunbartonshire, Renfrewshire, Glasgow City, Inverclyde, North Ayrshire, North Lanarkshire, South Ayrshire, South Lanarkshire, West Dunbartonshire and East Renfrewshire.

Anyone wishing to obtain a full copy of the terms of reference or to submit evidence should write to:

The Reference Secretary (FirstBus/SBH), Monopolies and Mergers Commission, New Court, 48 Carey Street, London WC2A 2JT. Quoting ref: CBW14.

Any evidence should be admitted as soon as possible, but no later than 14 October 1996.

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S E C O N D T O N O N E

SJ SUPERDEAL



DAF 11.60 EOS, 1992, 6 speed manual gearbox, 53 reclining seats courier seat, seat back nets, centre sunken toilet, fridge, Webasto, air conditioning, double glazing, driver's bunk, fully carpeted. MoT 22.08.97

SJ SUPERDEAL



Leyland Tiger 245 Plaxton Supreme V, 1982, ZF 6 speed gearbox, 53 fixed seats, power door, radio/PA system, livery gold/red/black stripes. MoT 09.02.97

SJ SUPERDEAL



Volvo B10M Mk III Van Hool Alizee, 1991, 273 bhp, ZF HP5000 automatic gearbox, internal retarder, ABS, road speed governor, variable top speed limiter, autolube, ferry lift, kneel facility, plug entrance door, centre continental door, half rear emergency exit, double glazed side windows with blinds, rear screen curtains, Ishringhausen driver's seat, courier seat, crew compartment, 49 reclining seats, lap belts, brown/orange moquette, mid section servery/fridge, toilet, Radiomobile radio/PA system, 2 roof air vents, forced air ventilation. Choice of 11 brown/orange, repainted white 2 pack. Variable MoTs.

SJ SUPERDEAL



DAF (11.6) LAG PANARAMIC 1988, 6 speed ZF gearbox, 49 reclining seats, double glazed, centre continental door, Driver's bunk, Telma, Webasto, power door, toilet, radio/PA/cassette, TV/video, drinks, fridge, livery white/orange & brown. MoT May 97

SJ SUPERDEAL

LEYLAND TIGER 245 BERKHOF EVEREST, 1985 semi automatic 5 speed gearbox, 49 seats, rear continental door, auxiliary heater, power door, toilet, radio/PA/cassette, blue curtains, livery white. MoT 20-7-97

SJ SUPERDEAL



Leyland Tiger 218 Plaxton Supreme, 1982, Semi automatic 6 speed gearbox, 50 reclining seats, electric retarder, tinted side windows, curtain tracks, power door, radio/PA/cassette, livery white with red/black stripes. MoT 06.12.96

SJ SUPERDEAL



Toyota Caetano Optimo II, 1990, 18 seats plus courier, manual gearbox, power door, radio/PA/ cassette, livery white, maroon seats, red curtains. New MoT.

SJ SUPERDEAL



DAF Van Hool LD SB2300, 1990, ZF 6 speed splitter gearbox, 49 reclining seats, centre continental door, toilet, servery unit, double glazed, curtains, TV/video, radio/ PA/cassette, interior brown/orange, repainted white. New MoT

SJ SUPERDEAL



Leyland Tiger L10, 1989, Alexander service bus bodies, Cummins L10 ZF automatic, 55 seats & 24 standees, painted white. MoT 30.08.97.

SJ SUPERDEAL

Dennis 290 GX Plaxton Premiere, 1993, 49 reclining seats, courier seat, ZF 6 speed gearbox, toilet, fridge, servery, air conditioning, double glazing, fold down tables, lap type seat belts, curtains, seat back nets, aircraft lockers, 3 x TV monitors. MoT 11.04.97

SJ SUPERDEAL

1993 DAF MB230 Auto Van Hool Alizee body, 57 rec seats, curtain, rear continental door.

SJ SUPERDEAL

1993 DAF SB3000 Auto Van Hool Alizee body, 51 rec seats, toilet washroom, hot water boiler, curtains, centre continental door, choice of 2, 1 with TV/video.

SJ SUPERDEAL



Volvo B10M Van Hool Alizee Super High, 1989, 32 reclining seats, plus 6 tables, GS 7 speed gearbox, double glazed, centre continental door, centre sunken toilet, Telma, Webasto, power door, radio/PA system, TV, drinks, fridge, executive kitchen, curtains, livery white/red. MoT 06.03.97

SJ SUPERDEAL



Setra Tornado 215 HD 1982, Man engine, ZF 7 speed gearbox, Voith retarder, 49 reclining seats & courier seat, centre sunken toilet with continental door, Webasto heating, Sutrak air conditioning, servery unit with water boiler, front mounted fridge, radio/PA cassette system, 2 TV monitors and video, drivers bunk, drivers door with wardrobe and central locking, retrimmed and repainted white. MoT 06.12.96.

SJ UPDATE

New Neoplan Deals from immediate stock

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▼ UK

A Silver lining

Nottingham operator to rescue after Euroline Tours collapse

NOTTINGHAM coach operator Silverdale Tours has stepped in to help victims of the collapse of Euroline Tours by honouring bookings made by more than 100 customers.

Euroline Tours, which was set up seven years ago by a consortium of former employees of Barton's Buses, went into liquidation two weeks ago with debts of £325,000. Silverdale Coaches is opening a depot at its former headquarters in Nottingham and is also taking on all 14 former employees.

John Doherty, md of Silverline Tours, said: "It is in all our interests to make sure our customers are looked after. That is why I decided to step in

by William Golden

and honour the Euroline bookings.

"It is vital customers are reassured they will not lose their money and, as a result, their confidence will remain in the high standard of coaching in the Nottingham area."

Mr Doherty said five vehicles from Silverdale's 30-strong fleet would be added to the six vehicles bought from the Euroline administrators and they would all be run out of the former Euroline depot.

The move is part of a continued expansion which has seen Silverdale grow to a

company with a London depot, a staff of 30 at peak times and an annual turnover of £1.5 million. Silverdale runs extensive UK and Continental tour programmes and Mr Doherty said: "This year has been a good one for us but things are still very tight because the coach market is so competitive these days.

"The secret is to do the job right by giving customers a good product and using good vehicles. We buy two or three new vehicles a year - Volvo Plaxtons and Caetanos. Older coaches are not acceptable if we are to continue to attract customers who are prepared to pay extra for quality."

▼ UK

OK Travel goes out of business

TRADING Standards officers in Kent have been inundated with inquiries following the collapse of Margate-based operator, OK Travel.

The company ran advertisements in newspapers in the north of England offering trips to Margate, staying at the Landmark Hotel. Its other core business was running excursions out of the resort for local residents.

A preliminary bankruptcy hearing was held last week where the collapse of the firm was

attributed to the illness of sole proprietor, Mrs K Arbery.

Ian Treacher, area manager for the Trading Standards based in Margate, said: "We have had calls from more than 30 customers and obviously we are inquiring as to whether they will lose their money."

He could not comment on unconfirmed reports that OK Travel advertised it offered protection to its customers through personal insurance but had been unable to meet the cost of the premiums.

▼ Europe

Ferry rewarding

WALLACE Arnold has marked its 75th anniversary year by being named Coach Tour Operator of the Year by P&O European Ferries. The award - one of the annual ones made to the coach industry by the ferry operator - is further recognition of the

long-term partnership between the two companies in promoting coach tourism. Ray Brunton, sales manager (groups) of P&O European Ferries, is pictured making the presentation to Ken Meddes, md of Wallace Arnold.

CBW



Eurowatch

WEATHER

City	Average temperature last week	City	Average temperature last week
Amsterdam	17C/63F	Madrid	21C/70F
Athens	27C/81F	Oslo	9F/48F
Berlin	12C/54F	Paris	18C/64F
Brussels	13C/55F	Rome	21C/70F
Dublin	16C/61F	Stockholm	12C/54F
Lisbon	24C/75F	Vienna	13C/55F
Luxembourg	16C/61F	Zurich	15/59F

DIESEL PRICES

Country	Diesel price per litre in Sterling	Country	Diesel price per litre in Sterling
Austria	0.58	Luxembourg	0.44
Belgium	0.53	Netherlands	0.54
Eire	0.58	Norway	0.74
France	0.53	Portugal	0.47
Germany	0.52	Spain	0.47
Greece	0.43	Sweden	0.64
Italy	0.60	Switzerland	0.62

(Courtesy AA Roadwatch)

HOLIDAY POUND

Country	Currency exchange rate	Country	Currency exchange rate
Austria	16.14Sch/£	Italy	2,316 Lire/£
Belgium	47.22Bfr/£	Netherlands	2.57 Gld/£
Denmark	8.85 K/£	Norway	9.84Nkr/£
Eire	0.94 Punt/£	Portugal	234 Es/£
France	7.74 F/£	Spain	192 Pta/£
Germany	2.29DM/£	Sweden	10.16 SKr/£
Greece	365 D/£	Switzerland	1.88 Sfr/£

▼ Maintenance

Delayed reaction costs nine O-discs



DIFFICULTIES over maintenance have led to the authorisation on the licence held by Sunderland & District Omnibus Co Ltd being reduced from 190 vehicles to 181.

North Eastern Deputy Traffic Commissioner Brian Horner announced his decision after a Leeds disciplinary inquiry (CBW, 28 September).

The company, who trade as Wear Buses, of Picktree Lane, Chester-Le-Street, Co Durham, had 67 buses based at a depot at Philadelphia, 47 at its Washington depot and 66 at Park Lane, Sunderland.

In his decision, Mr Horner said that over the last five years 78 prohibitions had been issued to the company's vehicles and it had been sent three warning letters. Following an unsatisfactory maintenance investigation at all three depots in November 1995, the company was called before the Traffic Commissioner's Clerk in February and given a warning about the past failures in its preventative maintenance system. The company gave assurances that maintenance procedures and drivers' daily checks would be improved.

Since then there had been a further four immediate and four delayed prohibitions issued, none of which were endorsed as showing significant failures. In the last five years there had only been four significant failures, and one of those was considered not to be a failure of the maintenance system but rather an infringement of the PCV Regulation Conditions. Of the 78 prohibitions, 59 listed only one item and a further 10

only two items. That left only nine prohibitions which listed more than two items and most of the prohibitions issued since February had been for one or two items.

He considered that the company had demonstrated that they had a very high standard of planned maintenance, said Mr Horner. The system included weekly safety servicing, intermediate servicing in conjunction with safety servicing twice a year, an annual service to be undertaken with the safety inspection annually, and a tri-annual service to be taken with a safety inspection

Though he was satisfied that the company had taken all reasonable steps, Mr Horner said he unfortunately regarded the action as having been taken a little too late

every three years. Clearly the main problems had been the failure of the defect system to work effectively. In the past the checking of the vehicles by drivers before they were taken out, and when returning to depot, had been of a poor standard. There had also been a problem of fitters allowing vehicles to continue operating with oil leaks and too high a level of smoke emission, items that featured in many of the prohibitions. The company had now set strict codes of conduct for the maintenance staff and produced new procedures for the day and night staff. The suggestion from the vehicle examiner that there was a shortage of

staff at Philadelphia for dealing with routine maintenance had been accepted and the company had taken on two additional staff and extended the hours of operation for staff dealing with defect clearance. Special training was being provided. The disciplinary code was being strictly enforced and staff were in no doubt that their jobs would be in jeopardy, and action taken, if they did not work in accordance with the company's rules and regulations.

Though he was satisfied that the company had taken all reasonable steps, Mr Horner said he unfortunately regarded the action as having been taken a little too late considering that there had been warning letters and an interview with the Traffic Area Clerk. With the number of prohibitions issued over the last five years, "the writing must have been on the wall". It was unfortunate that although the company now had a system in place which he considered to be a "Rolls Royce of a system", it had taken too long to achieve. Though he did not consider that public safety had been in serious jeopardy, if the past situation had been allowed to continue matters might have become worse, and he could not ignore that possibility.

Mr Horner said that he was satisfied that the company had a very strong group and company management team in place and his only criticism was that it was a pity perhaps that these changes were not made a little earlier. He was now confident that the company could go forward and eliminate the problems. 

▼ Fuel Duty

Falcon gets v



THOUGH the West Midlands Deputy Traffic Commissioner Alan Bourlet has lifted the ban on Falcon Travel Ltd operating two of its seven registered local services, he has directed that the company should lose £4,428.03 of its fuel duty rebate grant.

The company, of Unit 14, London Street Trading Estate, London Street, Smethwick, Warley, West Midlands, had been banned from operating the two services, between Birmingham City Centre and Handsworth and the City Centre and Edenhurst Road, at a previous hearing after evidence that it had not operated them in accordance with their registered particular. (CBW, 24 August.)

For the company, Michael Carless said that it had since employed Alan Wainwright, who had formerly been a driver with Brighton & Hove Bus & Coach, as an inspector. Mr Wainwright had revised the registrations of the two services subject to the ban.

"Though all is not yet right, it is a lot 'righter' than it was six weeks ago," Mr Carless said.

Peter Jaques, of Kithead Ltd who were contracted to monitor services on behalf of the Traffic Area, said he had monitored the company's services on a number of occasions since the previous public inquiry. On no occasion was the full complement of vehicles being operated. He did not think that he had ever seen the full complement of buses on the outer circle service on a Saturday. Last weekend four buses had been observed out of the 10 scheduled, with one bus being operated on each service. Once again buses were observed running early and late. On one journey

Ban on operating l

by Michael Jewell

to Sutton Coldfield the driver made no attempt to keep to the scheduled timings and he arrived in Sutton 11 minutes early. Buses had been seen as much as 18 minutes late and 25 minutes early.

Asked if there had been any improvement, Mr Jaques replied: "Frankly no."

Mr Carless said that the company believed that the outer circle was only registered as a two-bus service on Saturdays. The bus that was said to be 25 minutes early was in fact 18 minutes late. One of the problems had been drivers' breaks.

Mr Jaques said that on one vehicle fares were seen to be collected without a ticket machine or tickets being issued. On one service the driver was scheduled to take a break and then do a round trip before finishing. No driver was going to do that unless closely supervised.

Mr Wainwright said that he had worked in a traffic office and he had experience of scheduling and monitoring. He could see right away that there was a problem. One problem they had was in educating the drivers. There was no excuse for running early at all. The running cards issued to the drivers were very difficult to read and understand and he had sought to re-design them. One driver who he found constantly not to be running to schedule had been dismissed. Other drivers had been severely reprimanded. He had rejigged the timetables of the two suspended services, and he was working on the others but it took time. He would re-register the outer circle

Wings clipped over bad services

Local services lifted but company must now repay over £4,000 fuel duty rebate

▼ Licensing

Passengers thrown off — driver

A FALCON Travel driver ordered everyone off his bus — before driving it for two miles and ignoring waiting passengers. He then stopped at some shops, purchased food and drink, and took a half-hour refreshment break before continuing the journey into Birmingham.

This and other incidents caused the company to be banned from operating two of its seven registered local services for six weeks by West Midlands deputy traffic commissioner Alan Bourlet.

Adjourning for six weeks consideration of an order requiring the company, of Unit 14, London Street Trading Estate, Smethwick, West Midlands, to repay 20 per cent of the fuel duty rebate grant received over the last three months, Mr Bourlet said the remaining services would be strictly monitored during the interim.

by Michael Jewell

Evidence was given by monitors employed by CENTRO and the Traffic Area and by a traffic examiner that journeys had failed to operate, buses had run over unregistered sections of route, had not run over a registered part in the city centre, and had run early and late.

For the company, Michael 'Falcon are at the bottom of the league table but they are not alone' — independent consultant Peter Jacques

Carless said that all they could say about the allegations that a number of buses that should have been on route and were not, was the duty sheets showed vehicles were out with certain drivers. The operation over a certain section of route had

Falcon Travel banned from two routes over failure to operate services to ti

Andrew Smith, internal audit controller of CENTRO, said he had observed passengers who got on a bus at Edenhurst Road being told to get off. The driver then drove the bus for two miles, ignoring waiting passengers, before stopping at some shops, purchasing food and drink and then taking a refreshment break of 28 minutes before continuing the journey into Birmingham. Very few buses ran at the scheduled times and, in many cases, the last journeys did not run.

Mr Smith agreed West Midlands Travel would have 15 to 20 buses on the Edenhurst Road route while Falcon Travel had two. Mr Carless said the company claimed its drivers were often harassed by the number of

the services, said his observations did not always match up with the duty sheets.

Vehicles were seen to turn short. There were bound to be timekeeping problems as nothing

was built into the timetable to allow delayed vehicles to catch up. One problem was layover time and the other was a lack of supervision once the drivers went out. Asked how the company compared with other op-

erators, Mr Jas at the bottom but they are n- Traffic ward said th scheduled ti was d a bus late.

occasional matc were Bourlet said they i timin on oi centi Traff tion i



Previous hearing heard evidence that Falcon Travel had not run according to its registrations

service so that it only required two vehicles on Saturdays.

One of the instances of early running had been due to the time shown on the ticket machine being incorrect, said Mr Wainwright. The drivers knew that he was there now, watching and supervising them. There had been a few flared tempers. Basically, the drivers had it easy in the past but they were not going to have it like that now.

He had observed a number of instances of West Midlands Travel buses blocking Falcon buses into stops, and he had seen a Yourbus bus go off route to avoid traffic congestion. There were usually two to

four buses spare each day, said Mr Wainwright. He would have a stand-by driver to take out a duplicate vehicle when a driver got badly behind schedule, so that the driver concerned could take his break.

In reply to the Deputy Commissioner, Mr Wainwright said he could not explain why only four buses out of 10 had been operating the previous Saturday. According to the running sheets, all the buses had been out on the road. It was something he would have to investigate further. One driver had expressed interest in covering for him when he was not there and that was something that he would be looking at. He believed

that he could probably turn things round in six to eight weeks. He would continue to monitor the services and make changes as necessary. Route training would be undertaken, either on a voluntary basis or on a reduced rate of pay, as the company really could not afford to pay drivers when they were not driving.

Indicating that he felt route training was essential, Mr Bourlet said that part of the problem had been that drivers had been following WMT routes, as those were the routes that they thought that they were on.

After Mr Carless had said that a lot had been done, Mr Bourlet commented that it had needed

to be. He had wanted managing director, Sujar Singh to take advice, as his previous experience of running buses had been in the Punjab. There was a lot of difference between running buses in the Punjab and in running them in Birmingham.

Asking the Deputy Commissioner to restore the two suspended services in the light of everything that had been done, Mr Carless said that any order for the repayment of fuel duty rebate grant would create a harsh situation financially. It was more a case of running early or late rather than a significant failure to operate at all.

Mr Bourlet said that he still had some concern.

Mr Wainwright had said it would take six to eight weeks to sort the situation out. His main disappointment was that having made the failings clear on the last occasion, there was not an immediate tightening up.

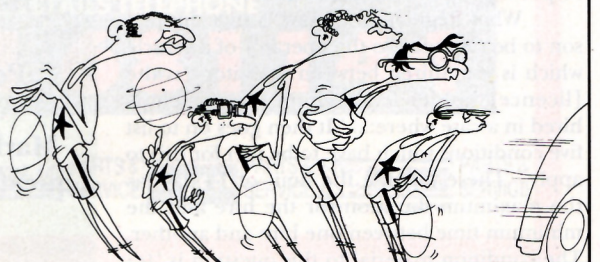
On the last occasion he had said that he was very concerned about the situation, and that he had been left with the impression of a lack of expertise, poor supervision of the drivers and the provision of a poor service to the public. He had said at the time that the situation could not be allowed to continue. He would have thought that Mr Singh would have got his drivers together and said that this could not go on, otherwise there would be no wage packets, as there would be no jobs because there would be no routes.

He was very disappointed that the company did not impress upon its staff the seriousness of the situation. Monitoring had revealed that the same situation had continued, without any improvement, right up to the previous weekend. He was very impressed with Mr Wainwright but it would take time for him to have an impact. He felt that he was the right person to bring the company out of the doldrums, as long as he stayed with it.

Lifting the ban on the two routes, Mr Bourlet said that they would have to be re-registered.

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Whose O-licence disc?

Q The Scottish Traffic Area Office have told all operators that where vehicles are inter-hired between operators for periods of less than 14 days, an 'O' licence disc of the operator who owns the vehicle has to be displayed.

In the past we have frequently hired-in vehicles from other operators and used them under our own 'O' licence discs which become available through having vehicles off the road for repair etc. We have accepted that this makes us responsible for the condition of the vehicle. Has the law on disc use been changed to add this restriction?

C.McN, Fife

a In my opinion, either your O-disc or the owner's is adequate for a hire of less than 14 days. The law on this matter is currently stated in Regulation 22 of the Public Service Vehicles (Operators' Licences) Regulations 1995 (S.I. 1995 No.2908). This is a recent Regulation which brought in the working rules for continuous operator licencing. However, Regulation 22 - word for word - was previously Regulation 18 in the similarly named 1986 Regulations (S.I. 1986 No.1668) which are repealed by the current legislation.

There has, therefore, been no change in the law about hiring-in between operators. You will appreciate that I have not seen the advice given by the Scottish Traffic Area Office and there is always a possibility that you have misinterpreted it in posing this question. I have difficulty accepting that it is correct, in law to say that a disc of the owner has to be displayed on inter-hiring between operators where the hire is for less than 14 days.

In order to justify that view I start from the Public Passenger Vehicles Act 1981, Section 18. This requires a disc to be displayed when a vehicle is being used as a PSV which shows 'particulars of the operator of the vehicle and the PSV operator's licence under which the vehicle is being used.' Section 81 defines 'operator' as the driver, if he owns the vehicle, or otherwise his employer; subject to any regulations on inter-hiring. Unless the Regulations qualify the clear words of the primary legislation there seems to be no room to doubt that it authorises you to put one of your discs on any PSV you or your drivers drive - whether owned, leased or hired-in for any period; thereby becoming the operator of it. (With, as you rightly point out, all of the responsibilities which that entails).

What Regulation 22 says is that the person to be regarded as the operator of a vehicle which is inter-hired between operators 'is the [licence] holder from whom the vehicle is hired in a case where....' It then goes on to list five conditions which have to be met for this to apply. These include the limit of 14 days as the maximum duration for the hire and the minimum time between one hire and another. The condition material to this question is '(c)



Questions



Answers

at all times when the vehicle is being used for the carriage of passengers for hire or rewardthere is affixed to the vehicle a disc which has been issued to the holder from whom the vehicle has been hired'.

If any of these conditions are not met, the Regulation becomes of no effect and the situation reverts to that in the Act. In my opinion therefore, the effect of Sections 18, 81 and Regulation 22 (and indeed, the purpose of the latter) is to *permit* a PSV to be hired complete with owner's disc for a period of not more than 14 days...not to prohibit the use of an operator's own disc. It will be interesting to hear the views of the Traffic Area Office, and others, on this.

Test failure rules please

Q If a PSV is submitted for its annual test before the expiry of the current test certificate and it fails the test, can it continue to be used in the time it takes to get it re-tested?

SW, Leics.

Questions on coach and bus operation should be sent to:
Marksman, c/o Coach and Bus Week, Wentworth House, Wentworth Street, Peterborough PE1 1DS or fax 01733 467154
Marksman will answer more questions on 19 October 1996

a A test failure is not a prohibition. Unless a PG9 (Prohibition form) was also issued, the use of the vehicle up to the expiry date of the current test certificate is not prohibited. While it is not unknown for PG9's to be issued on a test, this is not usual and is only likely if gross and serious defects were discovered.

By way of simple explanation you should be aware that, on test, the examiners are working to the criteria laid down in the PSV Testers Manual, while on a spot check they are following the yardsticks in the Categorisation of Defects. If stopped for a spot check the same defects might result in a prohibition.

Furthermore, you should note that in the second sentence of this answer I was careful to say that a test failure did not prohibit the continued use of a vehicle. I avoided saying that it could be lawfully used. Causing and permitting vehicles to be used with defects is an offence - possibly made worse by the fact that you have been put on notice of them by the failure certificate.

In practice, therefore, defects should be rectified before the vehicle goes back in to service.

In reply to Alan Scholes

I would like to take the opportunity to respond to the questions posed by the letter of Alan Scholes (CBW, 21 September 1996) in relation to my advice on the ability to take daily rest on a stationary coach. His questions can perhaps be summarised thus: 'Even though it may be legal, is it desirable?'

In answering questions I normally try and limit the answers to the facts, or the law, as applicable. I leave the expression of opinions to the alternate weeks! I have, however, often observed that while certain things are possible under the driving hours rules, many of them make available options which go beyond what a reasonable and sensible operator would do.

To that extent I am in total agreement with the sentiments expressed by Mr Scholes. I believe that the flexibility built in to the regulations was designed to cope with exceptional circumstances, rather than be used on a day by day basis as the norm. I believe the application of the question to which my answer related was to the Oasis concert at Knebworth, where accommodation was simply not available. This seems to me to be just the sort of situation for which this rule was designed - not sending a driver on a tour without providing a bed (although this is common-place in the haulage industry).

It has long been accepted that in practical terms a bunk is somewhere 'enabling crew members not performing any activity to lie down comfortably'. These words are taken from a CPT document issued to members as long ago as November 1978 and may well be a direct extract of the then current Regulations EC 543/69.

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1995 M DAF SB3000 WS Auto Van Hool Alizee 'H', 55R
1994 L EOS 90 49R, toilet
1994 L DAF WS3000 Van Hool Alizee 'H', 51R/Toilet
1994 L DAF KS3000 Easishift Van Hool Alizee 'H', 51R/Toilet
1994 L DAF SB3000 Van Hool Alizee 'DH', 51R/Toilet
1994 L DAF SB3000 Int Retarder, Van Hool Alizee 'DH', 51R/Toilet
1994 L DAF HS2700 Auto Van Hool Alizee 'H', 51R/Toilet
1994 L MB230LT Auto Van Hool Alizee 'H', 51R/Toilet
1993 K DAF KS3000 Auto Van Hool Alizee 'DH', 51R/Toilet
1993 K DAF SB3000 Van Hool Alizee 'DH', 51R/Toilet
1993 K DAF SB3000 Van Hool Alizee 'H', 51R/Toilet
1993 K DAF SB3000 Auto Van Hool Alizee 'H', 51R/Toilet
1993 K DAF SM230LT Van Hool Alizee 'H', 51R/Toilet
1992 J DAF SB2305 Duple 340, 57R
1992 J DAF SB3000 Van Hool Alizee 'DH', 51R/Toilet
1992 J DAF MB230LB Van Hool Alizee 'H', 51R/Toilet
1992 J DAF MB230 LT Van Hool Alizee 'H', 51R/Toilet

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1995 M DAF SB220 Auto, Northern Counties Paladin, 49 str bus
1995 M DAF SB220 Auto, Ikarus, 49 seater bus
1995 M DENNIS DART Auto, 10M, Plaxton Pointer, 40 str bus
1992 J DAF SB220 Auto, Ikarus Citibus, 48 str bus
1991 H MERCEDES 811D Optare Starliner, 33 seater bus
1991 H DAF SB2305 Van Hool Alizee 'DH', 51R/Toilet
1990 G MB230LB Van Hool Alizee 'SH', 53R/Toilet
1990 G MB230LB Van Hool Alizee 'H'
1990 G DAF SB3000 Van Hool 'H', 49/Toilet
1989 F DAF SB2305 Van Hool Alizee 'DH', 53R
1989 F DAF SB2305 Van Hool Alizee 'DH' 51R/Toilet
1989 F DAF MB230LT Plaxton 3500, 51R/Toilet
1989 F DAF MB230LB Plaxton 3500, 52R
1989 F DAF MB 230LB Plaxton, 51R/Toilet
1988 E DAF SB2300 Van Hool Alizee, 51R/Toilet
1988 E DAF SB2300 Duple 340SL, 53R
1988 E DAF MB230LT Plaxton 3500, 51R/Toilet
1988 E DAF MB230LB Plaxton 3500, 53R

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1995 M MERCEDES 709, Autobus Classique, 25 str, bus seats
1993 K MAN, Jonckheere Deauville, 51R/Toilet
1993 K DAF SB2700 HS, Caetano Algarve, 53R
1990 G VOLVO B10M Plaxton 3500, 49R/Toilet
1990 G DAF DHTD Duple 320, 57R
1989 G SCANIA K113 Van Hool Alizee 'SH', 49R/Toilet
1989 F DAF MB230 Van Hool Alizee 'SH', 53R/Toilet
1989 PP BOVA FUTURA FHD, 49R/Toilet
1989 SB3000 Plaxton 3500, 51/Toilet
1988 VOLVO B10M, Plaxton 3500, 49R/Toilet
1988 PP BOVA FUTURA FHD, 49R/Toilet
1988 E DAF SB3000 Van Hool Alizee 'DH', 51R/Toilet
1988 E SB3000 Van Hool Alizee SH 49R/Toilet
1987 E SB2300 Plaxton 3200, 55R, air conditioned
1987 E DAF SB2300 Plaxton 3500, 53R, air conditioned
1987 D DAF 2300 Van Hool Alizee 'H', 49R/Toilet
1987 D DAF SB 230LB Duple 340, 53R
1987 D VAN HOOL T815 51/Toilet
1983 Y DAF MB Plaxton 3500, 49R/Toilet

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Eye-catching: Alpine scene graces G&C's Premiere for Kuoni work

Transformation of a plain Jane

WHEN Fernando Garcia told *CBW* that he was having one of the first P-reg coaches painted in a startling colour scheme he declined the invitation to describe it in detail.

And now that we have the photograph he promised (*CBW*, 17 August) we can understand why.

An anonymous white 57-seat Plaxton Premiere 350 body on Volvo B10M supplied by Yeates has been trans-

formed into one of Britain's most eye-catching coaches.

Mr Garcia runs London-based G&C Tours and the striking livery for a Kuoni Travel contract was applied by a Luton-based specialist using an air-brush for the guardsman and conventional brush painting techniques for the remainder.

Kuoni's Swiss clientele will soon develop an empathy with the Alpine scene but they may find sight-seeing hampered just a little.

Kids are revolting

THERE'S many a coach driver that has experienced revolting children but pupils on the school bus to Mold Alyn High School revolted in unison.

Protesting against an £8,000 cut in a school bus subsidy, over 60 Mold pupils refused to leave their bus when it terminated at the bus depot in Chester

Road, leaving them to walk the remaining one and a half miles to school.

Spokespupil, Annette Barr says the sits-in will continue until Flintshire LEA sorts the matter out.

Does she mean they prefer spending the school day on a bus rather than in a classroom - surely not.

'Road to hell' is ten years old

CHRIS Rea's Road to Hell, butt of many a comedians joke and the cause of countless delayed coach journeys, the M25, is 10 years old on 29 October.

The Highways Agency claims that without it London and much of the south east would grind to the halt.

Instead they grind to a halt on the M25.

At 117 miles, the M25, or London Orbital, is

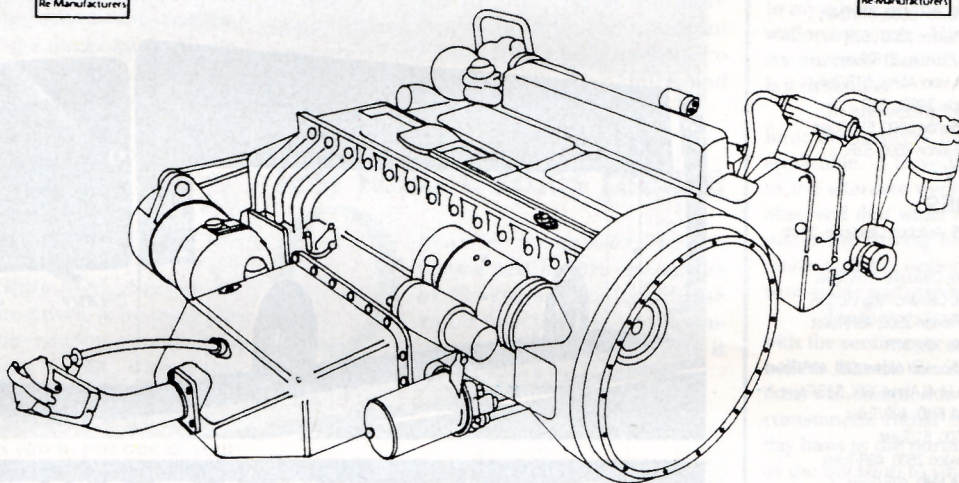
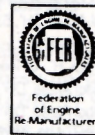
the longest city bypass in the world. Its radius varies from 14 to 22 miles from Charing Cross. It took 11 years to complete and the last section to open was the 13 mile stretch from Mick-lefield to South Mimms

What a pity it wasn't built to meet the demands placed on it - by the end of next year over a quarter of the motorway will have been widened to four lanes.

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LETTER OF THE WEEK



Sometimes operators are their own worst enemy

From Anthony Hill

I read your feature on Colin Ebdon's views on the poor financial rewards he could attain from his local council (*CBW* 14 September).

Surely Mr Ebdon is his own worst enemy by buying cheap vehicles of an age that is not conducive to obtaining a realistic rate for his services.

Mr Ebdon has fallen into the same trap as most operators that do home to school work. I think his efforts would be better spent lobbying parent/teacher associations on the safety and age of vehicles. They in turn bring pressure on the local council, be it direct or through their locally elected MP who also has an interest in taking on board and acting on what his voters are saying. All of this then puts pressure on the council to have a cut-off age on vehicles.

This has successfully been done in our area with two local councils stipulating that no vehicles over 10 years old will be accepted. Consequently this allows more reputable

operators to charge and attain realistic charges for their services.

As soon as your council has a rule included on the age of vehicles you will probably see a 10-20 per cent fall in the number of operators able to perform the service.

I did notice in your picture that Ebdon's vehicle was already 10 years old and, therefore he has fallen into the same old age problem.

I do agree there is a lot of red tape that could be altered but I think most operators would know they would have to get type approval if no vehicles of the same type had obtained it before.

There was no mention of seatbelts in this feature so is Mr Ebdon going to have these vehicles classed as service buses, and therefore no seatbelts, and to his council's delight be able to carry three to a double seat? This I think is a step in the wrong direction.

I can understand why Mr Ebdon thinks his school work and its vehicles should be kept as a separate section, as I do not think

Write to: The Editor
Coach and Bus Week
EMAP Automotive Ltd

Wentworth House
Wentworth Street
Peterborough PE1 1DS
fax: 01733 467154
e-mail: FrankF@
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Keep those letters rolling in. If requested, we will publish them anonymously, but always include your full name (ie, first name and surname), address and telephone number



Letter of the week wins a
Corgi Classics model bus

the vehicle featured does anything to complement the rest of his fleet of vehicles, as what I have seen of Ebdon's fleet there has been a high standard of late vehicles.

Anthony Hill
Proprietor
Impact Coach Hire
London

Why low-floor hype?

From Roger Carey

From my perspective it appears to be both politically correct and trendy to be enthusiastic about low-floor buses. *CBW* extols the virtue of these vehicles and offers stories of increased loadings where they are employed. But who actually wants them? Does the average passenger want them? Does the operator, his accountant and his engineer want them? I suspect not.

The average passenger is physically 'fit'. They will have walked to the bus stop, and will be well able to surmount two steps to enter the vehicle. The average passenger wants a comfortable, upholstered seat; a bus that is warm in Winter and cool in Summer; a bus that arrives to time and gives a speedy, comfortable journey, and a crew that is polite and efficient.

What does low-floor offer? Frequently it is a mess. An easy access certainly, but then a jumble of ramps, steps and seats placed on awkward boxes for anything beyond the third or fourth window bay. A reduction in seats from 49 or 51 to 38 or less (a reduction from 72 to 38 if First-Bus replace your double decker). And, if access ramps are fitted and used, there are prolonged dwell times at every bus stop.

What the accountant gets is a capital bill "only five per cent more expensive" than non low-floor - ie, one free bus for every 20 if you buy a conventional vehicle - and a maintenance bill

that will rise over time. In return the accountant will receive fares from a few - a very few - extra wheelchair passengers, provided, of course, that the local authority has spent considerable sums of money modifying bus stops and building 'bus platforms' or whatever.

What of the success stories? All that these stories tell you that investment in new vehicles, staff training, route branding, infrastructure investment and proper promotion can attract passengers. A quality product, delivered reliably and consistently with good marketing, will attract new riders. These are the principles used by Trent's Rainbow Routes and Stagecoach Express - and have nothing to do with low-floor.

In some environments low-floor may be a necessary part of the package - hospital services, mobility services and the like. But let us not be confused; low-floor is not essential and could well be counter-productive if used indiscriminately.

Perhaps that extra five per cent should be spent on double glazing and air conditioning, or real-time information systems. Sophistication of this nature is cheaper to maintain and easier to cascade and just as effective for promotional purposes and offers real benefits to all passengers.

Operators would do well to find the real needs of passengers before rushing, lemming like, for low-floor.

Roger Carey
Pollokshields
Glasgow

Let me enlighten you

From Steve Hillier

I reply to your request for details of the Czech Republic vehicle (*CBW*, 20 July, 10 August). The vehicle manufacturer is indeed Oasa, which is based in Calslav, about 50 miles to the east of Prague (Praha). It is owned by Milan Eicher from Divisov, and was first noted by myself in this country in March this year. The area code for the registration - BNA 68 86 - is Benesov, about 25 miles to the south east of Prague (Praha). Divisov is five miles to the east, local vehicles being registered at the Benesov office.

The model shown is an HD12 which, I believe, was produced around about 1990 - 1994. It is similar in design to the 901 model. Both of these appear to have been replaced by the 903 model with modernised front end design and MAN running units. From observations over the past two years, the product accounts for about five to seven per cent of international coach purchases, being dwarfed by Karosa, which account for all the other production except for imported vehicles.

Steve Hillier
Redwing Coaches
London

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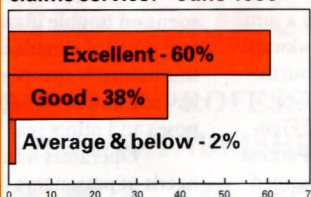
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Out of control: one way of reducing claims is to ensure that your drivers are top quality and are well trained

Premiums: close to the edge?

Insurance costs need not be a source of frustration, says Alan Millar. It's up to you to control them

MANY operators still regard the cost of their insurance cover as something beyond their own control. There's an image abroad of cynical insurance companies fixing premiums by some Byzantine process that costs operators more than they can ever expect to get back if they seek compensation for damaged vehicles or injured passengers.

That may be the image, but it's far removed from reality. Insurance premiums are related directly to an operator's own claims history. If you make few claims, especially for relatively minor items, the pre-

mium will stay low and possibly fall. If you make large numbers of claims, expect to pay more, especially when rates start climbing again as surely they must at some point in the future.

The message insurance companies stress today is that this is very much in operators' hands. If you're prepared to bear a significant proportion of smaller damage claims — and can afford to do so — your premiums will be lower. And, if you link this with an active campaign to establish why accidents happen, where they happen and whether there is any pattern, you can start to manage your fleet better and



Pay for damage to small items yourself?

Coach and Bus Week ending 5 October 1996

...premiums: close to edge?

►►► make immediate savings by eliminating or, at least, reducing the numbers of accidents.

But insurance isn't just about accident claims. It can also be a profit opportunity and a means of building staff morale. Travel insurance can be sold either as an extra to coach holiday passengers or, perhaps more constructively, as an inclusive feature of the total holiday price. These days, insurance companies are also keen to reach potential new customers in a single hit and are able to offer competitively-priced personal insurance services to employees of even quite small companies, especially if those companies place other insurance business with them.

JARDINE TRANSPORTATION RISKS

OPERATORS should consider how many claims they can bear out of their own income, says Michael Hawkes, managing director of **Jardine Transportation Risks** and a former London Transport insurance man.

He says this is especially true for coach operators doing a lot of school contract work and bus operators as, in both cases, most vehicles are driven at slow speeds and suffer relatively minor, if frequent damage in slow-motion collisions with other vehicles or solid objects like tree branches or traffic bollards. Indeed, a disturbing amount of damage may be caused in an operator's own yard.

"Around 95 per cent of all claims in the bus industry will be below £25,000 and 60 per cent are below £5,000. If you know you'll spend £10,000 a year on claims and you can't do anything about it, for example,

because most of the damage is to wing mirrors or in small body knocks, it makes sense to retain that risk and try to manage the problem." But he says it is important that operators don't bear more risk than their balance sheet can afford.

This is the approach already adopted by some of the biggest bus-operating groups, which are prepared to bear somewhere around £750,000 a year out of their own resources and use their insurance policy to cover the less frequent, bigger claims. Nine council-owned bus fleets with between 90 and 150 vehicles each now pool their risks in an association which gives them some of the benefits enjoyed by big bus groups and allows them to bear small claims up to levels determined by each operator's claims experience.

The logic with any self-borne risks, as he explains, is that insurance companies base their premiums on an operator's claims history, so if there are fewer claims there will be a significantly lower premium.

It's also important to recognise that insurance companies don't react immediately to a reduction in an operator's claims. They need to



The majority of claims are not for such spectacular accidents

see continued evidence of improvement before reducing premiums. "If you bear the small risks," says Mr Hawkes, "and you start getting better qualified drivers and cut your claims, say, from £10,000 to £5,000, that goes straight back into your company. If you improve your claims performance and don't bear the smaller risks, your premium won't fall by as much."

He says coach operators should regard insurance as a risk-management exercise and not simply as a necessity that has to be bought at the most competitive price. "Operators need to number crunch their claims experience and look at where improvements can be made, such as by getting better drivers."

This need not be a lonely, time-consuming exercise as brokers increasingly recognise the need to offer more complete services to operators. "People should look for broking houses with risk management advice and ask questions about the level of expertise they can offer. They should ask about their knowledge of the transport industry and their ability to analyse claims. Have they, for instance, got a statistician?"

"Operators do need to put management time into this but, with the support of a professional adviser, it won't take them off their day job." And he says that, by taking responsibility for the frequent smaller claims, operators are paying less to cover themselves against potentially large claims when a serious accident does occur.

For more information phone **Jardine Transportation Risks** on 0171 352 3774

CHAPMAN STEVENS

MOST insurance companies agree the market is soft at the moment and that many operators are experiencing



Mike Hawkes: 'try to manage problem'



idents as this — 60 per cent are for less than £5,000

reductions in the premiums they pay. New players are seriously considering entering the market next year.

But, as specialist coach and bus broker **Chapman Stevens'** Brian Chapman points out, that situation is unlikely to last and, in any case, should not be used as an excuse for ignoring the causes behind claims.

"The unusually competitive state of the market means that operators with unsatisfactory claims records are still able to obtain low rates. This has the effect of encouraging them not to address the causes of their adverse claims record and, when the market hardens in the future, those operators can expect substantial premium increases," he warns.

Like others in the market, Chapman Stevens offers a risk management system that breaks down claims by type of vehicle, by route, driver, type of work, type of accident, month of year and by age and experience of drivers. That creates an opportunity for operators to bring in training and retraining schemes to correct specific problems.

"Our claims staff make a point of being involved in any driver training programmes organised by our clients," says Mr Chapman. "When drivers fully understand the real costs of vehicle claims, it invariably influences their attitude to accident prevention."

To suit the needs of smaller operators, Chapman Stevens now offers a new Coachsure scheme which offers reduced rate cover for high-value coaches, whether owned by an owner driver, a family fleet or a larger fleet.

It has also established links with selected brokers, so that companies with established relationships with non-specialist local brokers can gain access to Chapman Stevens' industry expertise.

 For more information phone Chapman Stevens on 01494 444346

WRIGHTSURE

RATHER than simply seeking insurance cover against theft claims, operators should consider taking measures to prevent thefts from occurring in the first place.

So says **Wrightsurre**, which specialises in providing insurance services for coach operators and the road haulage business. It tailors policies to meet the needs of a client base ranging from single vehicle operators to fleets of 100 and says the same approach applies to theft as should also be taken with accident claims.

 For more information phone **Wrightsurre** on 01708 865533

BELMONT INTERNATIONAL

DRIVER standards are the key to controlling insurance claim costs, says Peter Gomersall of **Belmont International**, one of the industry's biggest specialist brokers. Currently its clients include FirstBus and Stagecoach and it now looks after the insurance needs of Stagecoach's South West Trains rail franchise.

Mr Gomersall says that the big bus operators' needs are starting to drive up the standard of service specialist brokers provide for coach operators as they are better able to meet clients on a regular — perhaps quarterly or half-yearly — basis to review their claims performance. In the past, it was all too common for operators and brokers only to meet at the end of each year when the policy came up for renewal.

"We try to identify claims patterns early on in the insurance year and can show, for example, if it looks like a stage bus route has been scheduled too ambitiously and is accounting for a high proportion of accident claims," he says.

He believes that brokers can work closely with operators to highlight training needs. "It can be obvious things like drivers' anticipation. So many personal injury claims occur when a coach or bus is moving and a vehicle cuts in front or brakes sharply. Anticipation is important in helping drivers reduce the need to brake sharply.

"But it's also important that drivers know how to deal with passengers after the incident. Often, a kind word with a passenger can prevent them from pursuing a claim in future. If the driver behaves negatively, the passenger then goes home and maybe talks to a son or daughter and the next thing we know a solicitor's letter



Brian Chapman: 'soft market no excuse for ignoring causes of claims'

has been sent in with a claim. When the driver isn't helpful, passengers are more likely to believe that the accident was his or her fault."

He says operators also ought to work with their brokers to carry out period checks of their drivers' licences. "Spot checks will pick up any unreported convictions." And as a general rule, there is a lower risk in employing trained and experienced drivers, although young drivers trained to meet an operator's specific needs could well be a safe option.

He says this does require brokers and operators to appreciate that an insurance service isn't simply a question of providing the cheapest cover. Operators, he argues, should look for a competitively-priced service which looks more like a partnership to benefit both parties.

For more information phone Belmont International on 01732 459379

TRAVELLERS PROTECTION SERVICES

NORWICH-BASED **Travellers Protection Services** has developed an additional coach holiday passengers' insurance package which pays for repairs to clients' homes while they are away on holiday.

The HomePlan scheme has been developed to complement its TourPlan holiday insurance policies used by 300 UK operators and is run in conjunction with the Green Flag breakdown organisation. It provides a 24-hour free call-out service for approved tradesmen to deal with, for example, burst pipes, broken windows or even a lost key. The policy also covers up to £100 worth of materials and up to three hours' labour.



Drivers must know how to deal with passengers after an incident



Wallace Arnold offers TPS' HomePlan scheme with many of its packages

Since its launch in May this year, it has already been taken up by Wallace Arnold, which offers it as an integral part of its Spring, Autumn and Winter holiday programmes and TPS says it has detected strong interest from other operators.

Sales director Liz McGuire says: "It can provide a very useful marketing tool for holiday operators who are looking to fill coaches in the off-season periods, between October and March, for example, when the thought of returning home to a cold or flooded house is a concern to the coach holidaymaker."

Further details from Travellers Protection Services on 01603 767699

GA LIFE

IN the increasingly competitive financial services market, personal insurance providers are looking for new outlets for their services and are looking for employers prepared to give them access to employees.

GA Life, part of the General Accident group, uses this route to sell life assurance, savings and investment schemes to transport workers, many of whose shift patterns make it difficult to buy these services during High Street opening hours. GA has, for example, made arrangements with several Stagecoach subsidiaries to sell this way, but it is equally willing to talk to the employees of very much smaller businesses, even modest-sized coach companies.

There isn't any direct financial benefit for an employer as GA doesn't pay any commission or royalty to the host company. But it says it takes the responsibility away from the employer while giving employees access to services they might not otherwise arrange for themselves.

"Hopefully, it also gives the employee a comfort factor with the employer," says GA spokesman Steve Patten.

Many insurance brokers today are also willing to offer special rates for motor, home and personal insurance to employees of companies which insure their coach and bus fleets with them.

For more information phone GA Life on 01904 628982 ext 2332



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PLAXTON

Western National take care of babes

TAKING full advantage of the easy access offered by Cornwall's first low-floor buses, FirstBus subsidiary, Western National specified a rearward-facing baby seat in its fleet of 14 new Plaxton Pointers based on Dennis Dart SLF.

Introduced to the trunk service, linking Truro, Redruth, Camborne and Penzance, the Pointers were an instant success according to Western National

managing director, Mark Howard.

"It's too early yet to gauge the success of our baby chair initiative but on longer journeys it does give parents the option of putting a young child in a safe, secure, purpose-designed seat," said Mr Howarth.

The baby seat - making the Pointers 35-and-a-half seaters - is mounted over the front nearside wheelarch.

KIRKBY

Another Ja

Firm 'piloted' by Dickinsons is flying high with tours

by Mike Morgan

PRIDE of place on the Kirkby stand at this week's Expocoach show goes to the fourth new Plaxton-bodied Dennis Javelin for Dickinson's Coaches of Boston, Lincolnshire.

Dickinson's was started as a one-coach business in 1977 by Don and Joyce Dickinson who have since been joined by son Nigel and daughter Julie.

Now, as it approaches 20 years of operation, the fleet stands at 12 vehicles.

Expansion was generated through steady growth in the company's own tour programme which was started in 1984. The new Javelin will be used on this programme together with private hire work.

Nigel Dickinson said: "We've been very pleased with the Dennis Javelin. As well as four bought new, we are also running two used examples, which effectively makes the Javelin the fleet standard."

"We cater primarily for people living in and around the Boston area and have built up a loyal following by providing the sort of personal service which only a family firm can give."

Lincolnshire's strong aviation connections inspired the choice of location for the promotional shot of the new coach which is seen at the Lincolnshire Aviation Heritage Trust museum near Spilsby, and posed alongside one of only half-a-dozen preserved Lancaster bombers.



SALVADOR CAETANO

Discreet night life ahead

TWO new Volvo B10M/Coastano Algarve II coaches have joined the exclusive Night Bird fleet of Nova Travel, Rye.

Nova Travel runs four sleeper coaches for the music

industry and proprietor, Peter Davie, told CBW that both coaches were supplied as 49-seaters then the interior's stripped out and refitted.

Mr Davie said: "All Nova Travel coaches are fitted with air



Velin joins family firm



or exclusive Nova B10Ms

conditioning, second set of batteries, Redi-lines generator and a host of other goodies."

The identity and purpose of the coaches is discreetly concealed behind heavily tinted windows. On

the new coaches, seats and tables are located at the front, 10 full-size beds in the centre, and a lounge seating area at the rear. Also fitted are TVs, CDs, Sega Megadrive and kitchen.

AUTOBUS CLASSIQUE

Autobus still favourite

ATLANTIC Executive Travel of Heywood, Lancashire, has bought a second Autobus Classique Nouvelle midicoach for its all Autobus fleet.

The latest delivery has 29 seats with lap and diagonal belts, one table and courier seat and is

being used on private hire, corporate and tour work.

All vehicles have been supplied by Connaught PSV of Doncaster, reflecting a long-standing business relationship between the three parties.



Neoplan's reputation for innovation continues to keep it ahead in the worldwide search for a method of propelling buses in environmentally-sensitive areas.

Mike Morgan reports



Trend setting: internal transport for Hanover show is provided by fleet of battery-powered midis

Impulses and ecology

WHILE Neoplan's innovative Starliner coach was the main focus of attention on the German-manufacturer's 14-vehicle stand at the IAA show in Hanover (see pages 15&17), continuing developments in the use of alternative fuels were also close at hand.

Two technologies came together in the 18-metre low-floor articulated N4121. Meanwhile, battery-powered MIC midibuses provided internal transport for show visitors.

The N4121 is an extension of the N4114 DES presented two years ago and is an articulated bus based on 12 low-floor trolley-buses developed for Basle, Switzerland. It has six wheels, diesel-electric drive, magnetically dynamic accumulator, complete low floor with no rear-wheel intrusion, independent suspension and disc brakes on all wheels.

A power pack at the extreme rear of the bus is standardised with an MAN diesel engine and an MM tandem generator as an energy source for two wheel hub motors on the rear axle. A high-tech drive management synchronises the electric drive and the artic has additional hub motors on the front steering axle. Regenerative braking is provided and a magnetically dynamic accumulator stores surplus power.

This stored power can boost acceleration or pro-

vide up to 3 km (1.8 miles) emission-free driving.

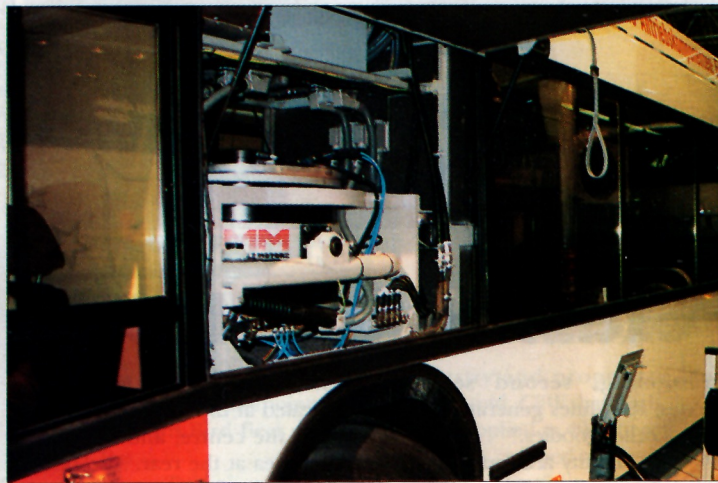
Manoeuvrability is enhanced by rear-wheel steering below 25 mph and aluminium construction saves weight. The 105-passenger bus seats 49 and is built to the new permissible maximum width — 2.55 metres.

A version of the rigid N4114 with Varta nickel-hydride batteries can drive up to 20 km with battery power on and diesel engine switched off. Recharging takes place during engine-generator operation.

This innovative bus has a further trick up its sleeve. Not only does it have four-wheel steer, giving it a 21.24-metre turning circle compared with 21.69 for a conventional 12-metre bus, but it can also master diagonal entrance and exit from a bus bay to bring the low entrances parallel to the pavement.

Meanwhile, the trendsetting battery powered Neoplan Metroliner N8008E midi has been operating with Varta on the Fast Fleet exhibition bus service in Hanover for four years. Now it is being increasingly used in normal city services. In the German town of Bad Kreuznach one of the low-floor wheelchair accessible buses is used without subsidy on a service which covers 40 kilometres daily. Its lead-acid batteries, which are recharged overnight, weigh 1,500 kgs. Nominal voltage for the battery is 144 volts and its capacity 320 Ah.

CBW



Two technologies: diesel power... ...magnetically dynamic accumulators and hub motors

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1983 MERCEDES 608D 19 seater Mini
Plaxton Supreme Coach specification,
large boot, side lockers, Telma, radio/PA.
Very good condition, finished in white.
Ministry tested on 10/6/97. **£7,000**
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65430/ME

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Mercedes coach spec certified PDI and
first service on the Road 1 hour. Try us.
Part exchange welcome. Tel
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639 6107, evenings.

65278/ME

MERCEDES

1984 DAF CARIBBEAN

53 seats, remoquetted 1994,
Telma,

MoT July 1997

£18,000+VAT

Possible part ex for double decker

01443 755219

65479/ME

MERCEDES

1994 (L) Mercedes 711D
Autobus Classique
25 seat coach, large comfortable
seats with good leg room, radio
cassette, power door, boot,
MoT Feb '97.

£36,500+VAT
Browns Coaches
01977 644777

65448/ME

MERCEDES: IMMEDIATE DELIVERY.
New Merc 814L, 6 cylinder engine,
coachbuilt, 37 seat luxury coach, power
door, manual or auto box, air suspension,
£79,000. Most models from Urban
Ranger; 47 + 23 standees, 811; 33 + 12
standees + Auto and Telma, 709; 29 + 8
standees + wheelchair vehicle and luxury
coach spec. All in stock for instant deliv-
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65279/ME

814L 37 seats, **814** 33 seat lux forced air,
£57,000, three weeks. **COACH SPEC**
711D, 29 seats, forced air, **£49,500.** **711**,
29 coach spec **£48,000.** **711**, 25 coach
spec, **£47,000.** **711**, 24 coach spec, **£40,000.**
All luxury spec with power door and 3
point belts, Mercedes service spec. **709**,
29 + standees, **£43,500.** **811**, 33 + 12
from **£50,000** plus auto and Telma. Tel
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65277/ME

MINIS & MIDIS



1988/89/90 RENAULT S56 Mark II 25-seat buses

Northern Counties bodywork, disc brakes,
automatic gearboxes, Purmo heating, some
with DPTAC rails and Telmas, new MoT's,
excellent condition and value.

From £4,995 to £6,495 plus VAT
Limited availability

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65492/MB

1989 F FREIGHT ROVER SHERPA
16-seater, coach seats in blue/grey
moquette, MoT Sept '97, saloon heater,
luggage racks, side loading door,
radio/cassette, rear doors recently
replaced, vehicle resprayed white, good
condition, available now, **£5,495 plus**
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65495/MB

MINIS & MIDIS



1989 F REG COACH LAG PANORAMIC

32 seats with tables, 46 seater
executive coach compromising: Toilet,
tv/video, kitchen servery area, optics,
fridge, plated until April 1997.

£54,000 for quick sale

Part exchange of smaller coach
may be considered.

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65450/MM



N Registered

33 seater Midi-Coach (ECO-3)

This coach has air-conditioning,
reclining seats, TV, Video, PA system,
tables and rear o/s continental door.
Excellent chance to make a saving on

New price, would cost new **£95,000**

Priced to sell at only £72,500

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65270/MM



1986 DODGE S56 REEVE BURGESS 18-seat coach

Luggage racks, power door, saloon carpet,
luxury seats and massive luggage boot (see
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low mileage. Unique opportunity at just

£3,995 plus VAT

With new MoT. Licensed Credit Broker.
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65493/MB



1990 G IVECO 49-10 25 seat buses

Reeve Burgess & Carlyle bodywork,
power steering, 5-speed manual
gearboxes, Purmo heating, some with
Diptac features. Choice of grey/red or
beige interiors. Prices include respray
in your livery and new MoT

From £7,995 plus VAT

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65491/MB

1989 MAZDA 13-seater PSV, test to
March '97. **£2,995+VAT.** Tel: 01772
455530

65457/MB

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MERCEDES PRO-TECT and AX-S.
Our latest range of wheelchair accessible and safety buses now includes the Mercedes Benz 711D. All have full safe passenger cells and certified seating.

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From 8 to 14 passengers with options for genuine wheelchair access, our range of smaller luxury transporters are economical and truly exotic.



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Jubilee invented the 8 seater Taxi Bus concept and now offer an amazing array of 7 and 8 seater private hire and full twin door Hackney accessible Taxis.

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Patient transfer High dependancy and Dual Role. Options include lowering suspension, hidden ramps and chairlifts.

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Whether it's an executive 15 seater with luggage or a simple contract bus, we absolutely guarantee that no one builds it better than Jubilee.



Over 90 vehicles in stock

JUBILEE COACH COMPANY

The UK's No 1 quality vehicle builder - The UK's

7/8 SEATERS - TAXI & TAXI BUSES

Our range of Taxi and Taxi buses are now in operation all over the UK and Ireland.

Our customers keep coming back for more - so come and see why!

K LDV 200 Diesel. Mint condition. Low recorded mileage. Top value for money 8 seater at only **£7995 or just £38 per week**

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H VAUXHALL Midi high roof. 6 seater. Beautiful condition. Very low recorded mileage. Tracked seating, wheelchair lift. A very nice piece of kit for just **£8995**

G LDV 200 beautiful condition. New seats and trim. Looks much newer **£4495**

M FORD TRANSIT 2.5 D. Lux Jubilee taxi buses. Choice of 4 with options for 8 seats, luggage pen, M2 seats/belts and wheelchair access. From **£11,995 or just £65 per week**

M LDV Diesel. Lux 8 seater taxi bus. Very low recorded mileage. New high spec conversion. As brand new. **£10,495 or just £57 per week**

M PEUGEOT BOXER. New high spec 8 seater M2 taxi bus conversion. Wheelchair access and front luggage pen. **£10,995 or just £59 per week**

N FORD TRANSIT 2.5 D. Luxury 8 seater taxi buses. Lux M2 seating/diag belts. Luggage. Wheelchair access and much more. Choice from **£12,995 or just £69 per week**

N FIAT NEW DUCATO Diesel. Lux and Executive 8 seaters with M2 seating/belts, luggage and wheelchair access. Choice of 4 from **£12,995 or just £69 per week**

P NISSAN 2.3 D super lux taxi and taxi buses. 6/7 seaters. Twin side door. Over 50 different spec choices including full Hackney. From **£13,795 or just £65 per week**

P LDV PILOT. 8 seater Diesel lux taxi buses. With options for luggage and wheelchair access. Unbeatable value for money. Style and economy from **£11,995 or just £56 per week**

P FIAT NEW SCUDO. Ultra modern new 1.9 Diesel taxi and taxi bus. The best looking and most wheelchair friendly yet! From only **£13,995 or just £65 per week**

P DUCATO 1.9 Diesel. Luxury 8 seater private hire taxi bus. Front luggage, M2 seats, luxury trim, wheelchair tracking **£14,495 or just £67 per week**

P FORD JUBILEE Euro Cabs and taxi buses. Our range of Ford 8 seater units are the ultimate taxi bus or 8 seater Hackneys. From only **£14,995 or just £69 per week**

JUBILEE OFFER THE FINEST SELECTION OF 7 OR 8 SEATERS IN THE UK

9-16 SEATERS, SHUTTLES AND MINI COACHES

Whether it's a used mini bus or a brand new high specification luxury midi coach, you simply cannot do better than visiting Jubilee. Our range of vehicles and finance/lease options sets us apart from the rest.

H LDV 400 Turbo Diesel 16 seater. Std roof. Low recorded mileage. Super value for money mini bus at only **£7995 or over 3 years just £52 per week (finance/lease)**

L TRAFIC Diesel 11 passenger mini buses. Choice of 4 super low mileage mini buses. Choice of specs and trims from only **£8995 or just £49 per week**

K RENAULT MASTER LWB. Luxury 14/16 seater luxury mini coach. Lux seating/trim. COIF. Low recorded mileage. Metallic red. **£13,995 or just £76 per week**

K FORD TRANSIT 2.5 D 11 passenger semi high roof mini bus. Finished in unmarked blue coachwork. Seat belts etc. **£9995 or just £54 per week**

L LDV 400 D. High roof luxury 16 passenger Jubilee mini coach. Front entry/drop step. Hi line windows. Luggage racks. Seat belts. **£14,995 or just £81 per week**

N FIAT NEW DUCATO Diesel. Lux 11 passenger Shuttle buses. New M2 conversions top quality throughout from **£13,995 or just £76 per week**

M LDV 400 D Luxury 16 passenger Cruisemaster Hi roof. Front entry. Hi line windows. Full executive spec. New conversion. **£17,995 or just £98 per week**

P LDV PILOT 11 passenger Conveyor mini bus. Lux trim, tinted windows. Choice of colours including metallics from **£12,495 or just £59 per week**

P FIAT DUCATO Diesel Hi roof. 11 passenger luxury mini bus. M2 hi-back seats.

Full lux trim. COIF. Side step, tinted windows. **£17,995 or just £84 per week**

P RENAULT MASTER Diesel. Super luxury 15 passenger Cruisemaster Executive mini coach. Luggage, spoilers/skirts. M2. Ready now. **£27,995 or just £127 per week**

P LDV NEW CONVOY Diesel. Lux 18 passenger Cruisemaster and Conveyor. Over 50 options available from just **£18,995 or just £89 per week**

P MERCEDES BENZ SPRINTER Diesel 308 D. 12 passenger, luxury 12 seater mini bus. Full lux M2 seating/belts, front entry drop step. **£24,995 or just £116 per week**

P IVECO FORD 49-10 TD. 16 passengers with large rear boot. Pullman and Executive Pullman specs. Plug door. VIP midi coaches. From **£33,995 or just £159 per week**

P MERCEDES BENZ 412 D. 2.9 TD. Executive 116 passenger midi coach with rear luggage. Front entry drop step. Lux M2 seats/belts etc. From **£32,995 or just £155 per week**

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**Over 90
vehicles
in stock**

UK's No 1 supplier of mint condition used buses

17-24 SEATERS BUSES + COACHES

Over the years, Jubilee have produced some of the finest Executive Midi Coaches on the road today. Attention to detail, superb design features and stylish good looks afford our customers the privilege of standing out from the crowds in a competitive market place.

Just a few examples:

P IVECO FORD 49-10 TD Conveyor 19 seater contract midi bus. Hi-back seats, power door. Small rear boot, lap belts and much more for just **£27,995 or £131 per week**

P IVECO FORD 49-10 TD. Executive Pullman 19 seater. IN STOCK NOW. This superb midi coach is beyond compare. It has the lot. **£35,995 or just £178 per week**

P RENAULT MESSENGER B110 TD. 18 seater midi bus and midi coach range. Extra rugged construction. Choice of specifications from **£28,995 or just £139 per week**

P MERCEDES BENZ 611 TD luxury 19 seater midi coach. Full sized M3 coach seats. Options for plug door, skirts, air con, TV, from **£37,995 or just £187 per week**

P MERCEDES BENZ 711 TD. Super luxury 24 seater with rear boot. This is simply the best executive midi coach in the UK. All options. **From £44,995 + VAT**

P SERVICE BUSES AND STAGE CARRIER. Jubilee cover a full range of Mercedes and Iveco Ford vehicles. Please give us a call with your requirements. IF IT'S QUALITY, DURABILITY AND STYLE YOU WANT - IT HAS TO BE JUBILEE!

FINANCE AND LEASING



As Licensed Credit Brokers, Jubilee can offer an extensive range of finance and leasing plans tailored to the individual requirements of our customers.

Our finance lease plans offer the advantage of low low outlays or even NO DEPOSIT, with your part exchange covering the full amount. Add to this 100% TAX RELIEF and you can see why many of our long term customers come back for more and more.

PLEASE ASK FOR AN INSTANT COMPUTER GENERATED QUOTATION.

Plus - WE ARE SO EASY TO FIND

Just 2 miles from Junction 9 of the M6 and 2 miles from Junction 1 of the M5

SO WHY NOT COME ALONG AND SEE US ... YOU'LL BE GLAD YOU MADE THE EFFORT!

WHEELCHAIR ACCESSIBLE VEHICLES

M LDV 400 D AX-S. M2 seating/belts. Lux trim. New conversion. PLS under floor chair lift. Low entry steps. Choice from **£20,995 or just £110 per week**
M FORD TRANSIT Diesel 8 seaters with wheelchair tracking. Choice of specs and layouts including M2 seats/belts, etc. From **£11,995 or just £65 per week**
N FIAT DUCATO Diesel 8/11 seaters with wheelchair tracking. Choice of 3 low mileage mint condition vehicles. Various specs from **£13,995 or just £76 per week**
H VAUXHALL MIDI with chair lift. Low mileage, mint condition 6 seater with tracking for 2/3 wheelchairs. Only **£8995**

P JUBILEE are the leading UK manufacturers of wheelchair accessible vehicles.

Our range of AX-S and Liberty buses is huge.

Please call us with your requirements.

PEOPLE CARRIERS

STAR BUY ...

VAT qualifying vehicle ...

N Galaxy 2.0 GLX. 4000 miles only. Fully loaded. A chance to reclaim the VAT on a nearly new vehicle. Only **£14,995 + VAT**
Many more people carriers available ... please give us a call!

PART EXCHANGES TO CLEAR

C MERCEDES BENZ 307 D. Repainted. Under floor chair lift. Luxury trim and seating. Front entry. Excellent driver. **£4995**

F RENAULT MASTER Petrol with lux seating and belts + wheelchair access. **£2495**

E IVECO FORD 349.10 21 passenger, wide body service bus with power door. **£4495**

E VW CARAVELLE Diesel. Luxury 7/8 seater with rear luggage space + seat belts. **£2495**

E VW TRANSPORTER with wheelchair access. Diesel. Seat belts. 8 seater for **£2495**

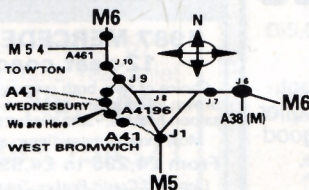
E RENAULT TRAFIC 14 seater Petrol. Seat belts. Bargain for just **£1500**

H FIAT DUCATO MAXI LWB Hi top with Ricon chair lift and wheelchair tracking. **£7995**

H FORD TRANSIT Hi roof Petrol with Ricon chair lift, lux seats and wheelchair tracking. **£8495**

G FORD TRANSIT with wheelchair lift and tracking + seat belts. **£6995**

F TRANSIT LWB Diesel. Tested. Seat belts. Untidy but only **£1400**



**IVECO 49-10
EXECUTIVE
PULLMAN.**

Either 16 passengers with a huge boot or 19 passengers and a small boot. This superb value for money range of luxury mini coaches is unbeatable.

PRO-TECT RANGE.

Over 40 safety features including:
Full roll over cage, twin impact bars, crash tested seats and belts, USA safety spec, fire systems etc, etc.



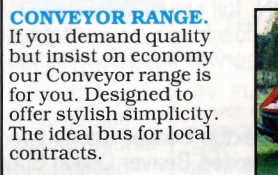
AX-S for WHEEL-CHAIR ACCESS.

For several years now we have been recognised as the market leaders in producing wheelchair access vehicles which afford style and dignity to all.



RENAULT B110 MESSENGER TD.

This superb vehicle accommodates up to 19 passengers or 16 with an enormous boot. It is also ideal for wheelchair access carrying up to 10 wheelchairs.



CONVEYOR RANGE.

If you demand quality but insist on economy our Conveyor range is for you. Designed to offer stylish simplicity. The ideal bus for local contracts.



CRUISE-MASTER RANGE.

Our superb 14-16 seater mini coaches are seen everywhere in the UK. These are the vehicles which set you aside from the pack. True quality and luxury.



LIBERTY MOBILITY RANGE.

Jubilee now offers the widest choice available for individual wheelchair access vehicles with over 200 specs and options on offer.



*Vat is applicable on all prices

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REGAL



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**AUTHORISED DISTRIBUTOR FOR
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- NEW MARSHALL IVECO 59/12.** 27 seats, luggage pen, 5 weeks.
NEW MARSHALL DENNIS DART, 43 seats, standees, 4 weeks.
NEW MARSHALL MIDI. 26/30 seats, wheelchair, Euro 2, 6 weeks.
1995 M VOLVO B10M MK IV JONCKHEERE, 51 seats, centre toilet, wired for TV and video, white exterior, 100,000 km, long MoT.
1995 M MERCEDES 814, 33 seats, power door, large boot, white exterior, long MoT.
1994 L MERCEDES 609D, Onyx conversion, 24 seats, p/door, large boot, white exterior, new MoT.
1993 L VOLVO B10M MK IV JONCKHEERE, 51 seats, centre toilet, wired tv video, white exterior, 150,000 km, long MoT.
1993 L MERCEDES 814, 33 seats, power door, large boot, white exterior, long MoT.
1993 K VOLVO B6 CAETANO ALGARVE 35 seats, d/glazed rear cont door, radio, PA double glazed, MoT Jan, '97.
1990 G MERCEDES TA2, Dubrava, recent exchange engine, 53 seats, power door, radio, PA, MoT April, 1997.
1987 E OPTARE CITY PACER 2.5 Turbo, 25 coach seats, power door, white exterior, MoT May '97.
1987 VOLVO B10M, Plaxton Paramount 3200, low driver, 53 seats, radio/PA, power door, long MoT.
1983 Y FORD 360 T, Duple Dominant IV 8.5 metre 35 recent retrimmed seats, p/door, radio/PA, MoT Dec, '96.
1982 Y BOVA EUROPA, recent DAF engine, 52 recliners, Courier seat, MoT June, 1997.

Day telephone: 0141 776 3268 Evenings: 0141 775 1884

65470/MB

B & D HOLT

G Reg OPTARE CITYPACER, private hire/service vehicle, manual gearbox, full history, Telma £8,250



E Reg TRANSIT 16 SEATER MINICOACH, high back seats, luggage racks, boot £4,995

H Reg RENAULT MASTER 16 seater mini-coach, high backseats, soft trim, underfloor luggage, Sept '97 test. £7,000
E Reg Talbot 8 seater minibus. £1,350
D & E Reg METRORIDERS from £6,000

*Lease/Finance available
Part Exchange considered*

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65480/MA



WESTERN COMMERCIAL

NEW STOCK

- 814 MERCEDES PLAXTON,** full luxury, 33 seats. 3 weeks.
711 MERCEDES, 29 seats, coachbuilt, power foor, seat belts
711 MERCEDES, 29 seats, service bus spec, dliptac (4 weeks)

USED

- 1993 (L) MERCEDES 814** Plaxton Beaver Coach Spec
1992 (K) MERCEDES 814 Plaxton Beaver Coach Spec. New test
1990 (H) TOYOTA OPTIMO, 21 seats, luxury, tv, etc, choice. New test
1990 (H) MERCEDES 609, 26 seat coach spec. New test
1987 (E) MERCEDES 609, 26 seater. New test

65182/VSG

**BRIDGE STREET, NEWBRIDGE, NR EDINBURGH
CONTACT JOHN LEITCH on 0131 333 2001
or EVENINGS 01357 521888**

WADDONS

Coaches and Mini-coaches wanted for cash

Ask for Phil Waddon

Tel: 01222 860230

Fax: 01222 860231

65487/MB

MERCEDES

609

E reg, 24 seat, large boot, TV/Video/PA, hot water boiler, taxed + 12 month test, good clean reliable vehicle.

**£14,000 + VAT
Tel 01524 413106**

65442/MM



**1988/89 F IVECO 49.10
23-25 seat buses**

Carlisle Mark II bodywork, wide power doors, automatic gearbox, Purmo heating, excellent condition, some with power steering.

Small choice

From £5,995 plus VAT

Trade-in welcome. Licenced Credit Broker
Telephone Houston Ramm on Rochdale (01706) 750570 anytime

65492/MB



**1987 D FREIGHT ROVER
20-seat bus**

Carlisle Mark I bodywork, Ford DI diesel engine and Ford gearbox, saloon heater, power doors, white exterior, long MoT, good condition. Available now. Excellent value at just **£3,995 plus VAT**

Trade-in welcome. Licenced Credit Broker.
Telephone Houston Ramm on Rochdale (01706) 750570 anytime

65490/MB



**1987 MERCEDES 307D
12-seat coaches**

Choice of two, both resprayed white, one brown interior, one grey/red, luggage racks, saloon heaters, radio/cassettes, long or new MoT, excellent condition, available now

From £4,295 to £4,995 plus VAT
 Licenced Credit Broker. Trade-in welcome
Telephone Houston Ramm on Rochdale (01706) 750570 anytime

65494/MB

1995 (M) LDV 400 Low roof, 16 seater, belts, full service history, side sliding door, carpeted, immaculate condition. **£12,500+VAT. Tel: 0181 202 7844**

65455/MB

NEOPLAN

**NEOPLAN SKYLINER
1984 SKYLINER 74 Seat**

Not your usual rubbish. This vehicle is in first class condition, ready to work on any type of job. We are replacing it with a new one. Full MoT, video, in fact it has it all. Full service records available from a good stable

**£46,000 ono
Tel: 01259 725192**

Ask for Transport Manager (Scotland)

65368/NE

SCANIA

NEW SCANIA L113 CRL Access Ultra Low Service Bus, 47 seats
NEW SCANIA K113 CRB IRIZAR CENTURY, 49 reclining seats, toilet, air conditioning, fridge.
NEW SCANIA K113 TRB IRIZAR CENTURY 3.7, (3 axle), 51 reclining seats, toilet, air conditioning, fridge.

All Available for Immediate Delivery

USED SCANIA

1988 F SCANIA K92 VAN HOOL ALIZEE, 55 recliners + courier, radio/PA/cassette

VOLVO

1988 E VOLVO B9M VAN HOOL ALIZEE, 38 reclining seats, toilet, cont door, T.V., video, radio/PA/cassette

1978 VOLVO B58 PLAXTON VIEWMASTER, 53 seats

1977 VOLVO B58 PLAXTON SUPREME, 53 seats

LEYLAND

1982 LEYLAND LEOPARD ECW SERVICE BUS

MAN

1993 K MAN 11/290 JONCKHEERE DEAUVILLE, 51 recliner + courier, demountable toilet, continental door, TV/video, radio/cassette/PA



Reliable Vehicles Limited

SCANIA SCOTTISH DISTRIBUTORS

TELEPHONE: 0131 333 2362 FAX: 0131 335 3158

65462/SC

1990 Scania K93 Duple 320
 51 reclining seats, rear toilet, drinks machine, Telma, radio/cassette/PA, video/monitor, ferry lift, double glazing, continental doors, Webasto heating, curtains, tested until Aug 1997

£47,500+VAT

1991 Scania K113 Vanhool
 49 reclining seats, centre sunken toilet, drinks machine, fridge, Telma, radio/cassette/PA, ferry lift, kneeler, double glazed, blinds, drivers bunk, continental door, Webasto heating, tested until Jan 1997

£85,000+VAT

Both vehicles in excellent condition.

Any inspection welcome.

Contact:

P.C. COACHES OF LINCOLN
 TEL: 01522 533605

65459/SC

SCANIA K112, 53 seats, Carrosserie, Jonckheere, tested until December 29, 1996, **£32,000**. Tel 0131 663 7918.

65441/SC

SERVICE BUS

2 x 1995 VOLVO B 6 PLAXTON POINTERS

40 seats, full Diptac spec, plus extras, excellent condition

£70,000 £68,000 EACH

Tel: 01502 717579

65446/SB

SETRA



SETRA 215HD

1989, 49 reclining seats, Voith retarder, toilet, video/TV, fridge, water boiler, curtains and carpets, excellent condition, all usual Setra refinements.

£69,500 + VAT

for a quick sale

Tel. 01375 845533 (day)

or 01708 734624 (eves)

65468/SET

TOYOTA

TOYOTA OPTIMO. 1989, 6 cylinder, tested July '97, recent engine rebuild, very smart, clean vehicle. Wheeltrims, TV, video, hot drinks machine, **£16,500**. Tel: 01453 521444.

65440/TO

VAN HOOL



VAN HOOL ASTRON

57 reclining seats with new Holdsworth graffiti moquette, twin deck videos, hot drinks machine, fridge, toilet, 3 drivers' bunks, MoT'd, in very good condition, reconditioned engine, first to see will buy.

Offers £35,000 plus VAT

Executive Travel Services, Wolverhampton

Tel: 01902 305143

65458/van

VOLVO



VOLVO B10M PLAXTON 3200 H REG

MoT TILL APRIL, '97

53 reclining seats, rear toilet

PRICE £65,000

Tel: 01389 754321

65436/VO

1988 VOLVO B10M IKARUS HI-LINE, 49/53 seater with demountable toilet. Webasto and Telma. Good condition with 1 year's MoT, **£42,000**. Tel Cedric Coaches. 01206 824363.

65439/VO

VOLVO



VOLVO B10M 1991 Ikarus

49 seater with TV, Video, Mid Toilet and continental door.

Seats recently re-trimmed in graffiti style moquette.

purchase of new vehicle forces sale

Price £59,950

Please telephone

0181-985-4411

65271/VO



1990 B10M VAN HOOL ALIZEE H

48 reclining seats plus courier, partition to toilet and servery complete with fridge, water boiler, continental door, video/tv, radio/PA/tape, carpets & curtains

£80,000 + VAT

Tel: 0141 956 5678

65116/VO



1989 B10M VOLVO MkII

Chassis rebodied by Van Hool January '93 with Alizee super high bodies, 48 reclining seats plus courier, partition to toilet and servery, complete with fridge and water boiler, video monitor, radio/PA/tape, curtains and carpets, continental door, choice of 2

£82,500 each + VAT

Tel: 0141 956 5678

65115/VO

VOLVO B10M

1984, private plates, Jonckheere Jubilee

51 reclining seats+courier seat, toilets, TV/video, tea machine and radio/PA.

Excellent condition throughout (they don't come better).

£33,500+VAT

Tel: 01304 840224

65360/VO



FOR SALE

1989 VOLVO B10M PLAXTON 3200

Tested until Jan 97

53 reclining seats large side lockers, Wabasto heating, Courier seat, Immaculate condition

£69.750

Day time Call Liam 01389 754321

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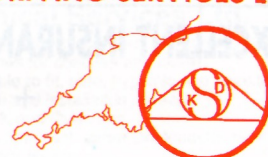
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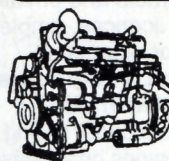
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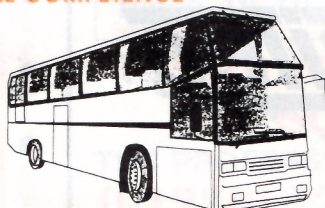
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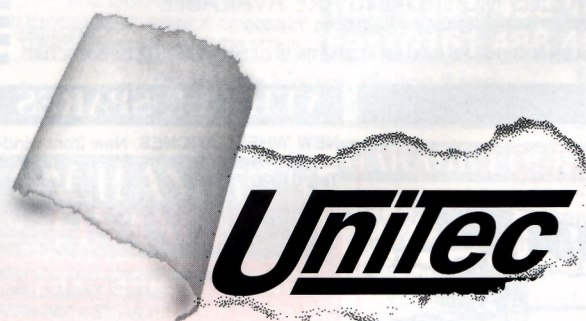
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Coach and Bus Week ending 5 October 1996

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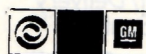


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65378/VEH



APPOINTMENTS & TENDERS

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Leicester Citybus

Northampton Transport

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Leicester Citybus and Northampton Transport are subsidiaries of FirstBus plc, the UK's largest provider of local bus services and operate 250 vehicles in the East Midlands.

As a result of internal promotion a vacancy has arisen for an Engineering Director, based at Leicester but who also has responsibilities for Northampton Transport.

We are looking for a highly motivated and experienced engineer to join the Senior Management Team. The ideal candidate should have a sound knowledge of vehicle engineering and systems and will be able to demonstrate the ability to maintain a high quality standard.

Key responsibilities will include:-

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- Carrying out a rigorous quality programme for bus and coach fleet condition
- Achieve and maintain acceptable stock levels
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- Profit accountability of Company Vehicle Testing Station

An attractive salary package, including the provision of a Company Car will be offered to the successful applicant.

Written application with full CV to:-

Joe Gilchrist

Managing Director

Leicester Citybus Limited

Abbey Park Road, Leicester LE4 5AH

Closing date for applications is 18th October 1996.

65461/APP



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A vacancy for an Operations Manager/Controller has become available and the company is seeking to engage the services of someone experienced in the coaching industry who is willing to work as part of a committed team.

Applicants should possess the following:

- Previous experience in coaching traffic/operations
- The ability to schedule staff and vehicles effectively and efficiently
- A clear understanding of drivers hours regulations
- Sound commercial awareness
- Good verbal and written communication skills
- Keyboard skills and ability to work with systems

A PCV licence is essential.

A 7-day 24-hour rotating shift pattern is operated.

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Elizabeth Davis

Brents Travel Ltd

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Watford Business Park

Watford Herts WD1 8QU

NO AGENCIES PLEASE

65481/APP

01733 467144 Appointments & Tenders

London Transport bus services

London Transport Buses will shortly be inviting tenders for the operation of the following London Transport routes:

14	Putney Heath - Tottenham Court Road
N14	Roehampton - Tottenham Court Road
39	Putney Bridge - Clapham Junction
74	Roehampton - Baker Street
156	Wimbledon - Clapham Junction
170	Roehampton - Clapham Junction

These routes will be tendered on the basis of net cost contracts.

If you are interested and have already submitted your pre-qualification documents then you need take no further action at this stage.

However if you are interested and have not completed London Transport's pre-qualification system for bus service tendering then you must do so by 25th October 1996 in order to receive invitations to tender for the above routes.

Pre-qualification documents are available by writing to:

Mr T Wynne
Buyer
London Transport Buses
172 Buckingham Palace Road
London SW1W 9TN
Telephone 0171 918 3812



London Transport
Buses

65480/TEN

Essex County Council

INVITATION TO TENDER FOR A DIAL-A-RIDE SERVICE

The County Council is seeking tenders from bus, coach and taxi operators to enter into a contractual arrangement to provide a Dial-Ride Service in Harlow.

Operators wishing to receive further information and tender documents should contact immediately:

County Planner,
Essex County Council,
County Hall,
Chelmsford,
Essex CM1 1LF or telephone
Chelmsford (01245) 492211
Extension 51707.

Operators on the tender list should have received documents by 11th October 1996.
Completed tender documents must be returned by 1500 hours on 1st November 1996.
Tenders received after this date will not be considered.

COACH AND BUS WEEK

Classified Deadlines

BookingTUESDAY 1600
Bookings requiring Proofs ...MONDAY 1200
CancellationMONDAY 1200

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Coach and Bus Week ending 5 October 1996

Say you saw it in **CBW**

▼ Manufacturing

Sales drive for ELC

Horn to work alongside Hilton

by Mark Williams

EAST Lancs Coachbuilders has appointed former UVG sales director **John Horn** as sales manager.

Mr Horn, who has spent 28 years in the bus industry, joins the Blackburn-based company under the guidance of sales director

Philip Hilton, with the aim of widening the customer base and increasing East Lancs' market share.

He served his apprenticeship at Reading, worked for United Automobile Services of Darlington, Luton & District, and Wadham Stringer in 1989, becoming sales director in 1994.



UK Minibus Driver of the Year 1996, Phil Connor of South Wales Transport shows off the spoils of his victory

▼ Bus

'Ambassadors for their industry'

BUS Driver of the Year is Stagecoach Ribble's **David Balfre**, with South Wales Transport's **Philip Connor** top Minibus Driver.

The pair won through after a heated competition at Blackpool with more than 60 other drivers, which took in their skills at driving and knowledge of the highway code and engineering.

The competition, organised by BD0Y Association Ltd and

sponsored by Bus and Coach Training, invited Britain's first woman chief constable, Pauline Clare, to present the prizes and trophies.

"This audience should have no fear of the increasing squeeze on driving standards," she said at the presentation. "They are all ambassadors for their industry, and their employers should be very proud of them."

▼ Coach and Bus

Promotion within Cowie

COWIE'S Leaside and County Bus & Coach subsidiaries in north London have promoted from within to produce a central commercial management and dovetail part of the marketing function of both companies.

Steve Ferns, former marketing and operations manager

at Leaside, now becomes commercial manager for both companies, while his old post is filled by Leaside customer services manager **Keith Weightman**. Mr Weightman's main duties are to Leaside, but providing support for County Bus.



Payment (please tick as appropriate)

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	1 year	2 years	3 years
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Eire/Europe 1 year	£92.00	Airmail 1 year	£124.00

Transit (Existing Coach and Bus Week Subscribers)

	1 year	2 years	3 years
UK	£72.00	£129.00	£183.00
Eire/Europe 1 year	£115.00	Airmail 1 year	£147.00

Coach and Bus Week and Transit (New Subscribers)

	1 year	2 years	3 years
UK	£121.00	£217.00	£308.00
Eire/Europe 1 year	£164.00	Airmail 1 year	£196.00

PLEASE ANSWER THE FOLLOWING QUESTIONS. YOUR COMPANY DETAILS

1. What is your primary job title?

(Tick one only)

- Owner/Director ☐ 01
 Senior/General Manager ☐ 02
 Engineering/Service Manager ☐ 03
 Other (please specify) ☐ 04

2. What is your company's main business function?

- Bus Operator ☐ 01
 Coach Operator ☐ 05
 Coach & Bus Operator ☐ 02
 Local Government ☐ 03
 Other (please specify) ☐ 04

SUBSCRIPTION ORDER FORM

Coach and Bus Week is the news weekly for coach and bus operators. *Transit* provides vital analysis of, and information on, the UK public transport scene every fortnight. Together they make an unbeatable and invaluable package. All annual subscription rates include delivery by first class post. It is important to fill out all parts of this form. NB: *Transit* is not available on subscription without *Coach and Bus Week*.

3. How many vehicles does your company own/operate?

(Tick all that apply)

- | | Buses | Coaches |
|----------|-----------------------------|-----------------------------|
| 1-5 | ☐ 01 | ☐ 10 |
| 6-10 | ☐ 02 | ☐ 11 |
| 11-15 | ☐ 03 | ☐ 12 |
| 16-25 | ☐ 04 | ☐ 13 |
| 26-39 | ☐ 05 | ☐ 14 |
| 40-100 | ☐ 06 | ☐ 15 |
| 101-400 | ☐ 07 | ☐ 16 |
| 401-1000 | ☐ 08 | ☐ 17 |
| 1000 + | ☐ 09 | ☐ 18 |

4. Do you have responsibility for the recommendation/purchase and/or specification of the following?

(Tick all that apply)

- | | Pur | Spec | Rec |
|--------------------------|-----------------------------|-----------------------------|-----------------------------|
| Vehicles | ☐ 01 | ☐ 12 | ☐ 23 |
| Parts/Spares | ☐ 02 | ☐ 13 | ☐ 24 |
| Oil/Fuel | ☐ 03 | ☐ 14 | ☐ 25 |
| Breakdown | ☐ 04 | ☐ 15 | ☐ 26 |
| Insurance/Finance | ☐ 05 | ☐ 16 | ☐ 27 |
| Fuel Cards | ☐ 06 | ☐ 17 | ☐ 28 |
| Training | ☐ 07 | ☐ 18 | ☐ 29 |
| Venue/Attraction Tickets | ☐ 08 | ☐ 19 | ☐ 30 |
| Ferry Crossing | ☐ 09 | ☐ 20 | ☐ 31 |
| Hotel Bookings | ☐ 10 | ☐ 21 | ☐ 32 |
| Theatre Tickets | ☐ 11 | ☐ 22 | ☐ 33 |
| Other (please specify) | ☐ 34 | | |

5. What type of work does your company undertake?

(Tick all that apply)

- Private Hire ☐ 01
 Day Excursions ☐ 02
 British Tours ☐ 03
 European Tours ☐ 04
 Local Government Contracts ☐ 05
 Emergency/Breakdown Services ☐ 06

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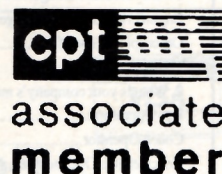
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